

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

PERFUMER
PUBLISHING
COMPANY

14 CLIFF ST., NEW YORK

JUNE
1920
VOL. XV
NO. 4



(SEE PAGE 9)

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(STOPPER FACTORY)
NEW YORK

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TWENTY CENTS A COPY.

NEW YORK, JUNE, 1920

Vol. XV, No. 4

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and ESSENTIAL OIL REVIEW
PUBLISHED MONTHLY.

PERFUMER PUBLISHING COMPANY

14 Cliff Street

LOUIS SPENCER LEVY, President and Treasurer } 14 Cliff Street
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THE NEWS FROM WASHINGTON.

Everybody knows what the Federal Supreme Court did about the prohibition business and comment is unnecessary, except that the members of the industries in which we are interested, whatever their personal inclinations, all seem to have accepted our position, which was to go ahead on the basis that the Volstead Act would be sustained.

Our Washington correspondent does not even mention the decision, but in his letter which begins on page 124 will be found many matters of interest to all of our readers. The revision of Regulations 51 is given from the official text, and while it affects the retail trade more than it does the bulk of our subscribers the points in it are worth knowing for a variety of reasons. The so-called "luxury tax" drive affects retailers only, but it shows what is being done at Washington to make tax slackers take a new spurt to help Uncle Sam.

LUXURY TAX WINS EITHER WAY.

The Canadian Government is taking no chances that might interfere with the success of the new system of luxury taxes which became effective May 21. Through the Department of Inland Revenue a check on the payment of these taxes will be maintained by licensing all dealers, who must make periodical returns to the Government showing the taxes collected. Where misrepresentations are discovered, it has been announced, the dealer's license will be cancelled, making it impossible for him to continue doing business.

"The luxury taxes will accomplish one of two things," Sir Henry Drayton, Minister of Finance, said in commenting on the new measure. "Either they will provide revenue or they will bring down prices. Revenue is needed, but if the cost of living is reduced we shall feel that the luxury tax has equally accomplished its purpose."

FICTITIOUS FRENCH NAMES.

The use of fictitious French names of firms to promote the sale of perfumeries and toilet preparations is again attracting attention in Great Britain and there was a long and animated discussion of the grievance at the recent meeting of the Perfumery Manufacturers' Section of the London Chamber of Commerce, subsequent to the adoption of the following resolution:

Resolved, that realizing the use of fictitious French names of firms on perfumery, thus deceiving the public as to the country of origin, is very harmful to the

perfumery industry of this country and also that it is against the law, the members of this section use their personal influence to discourage this practice and agree to consider what action is necessary to uphold the law in this matter.

The London perfumery manufacturers seem to be more or less at sea as to what to do in the matter of stopping the use of false labels. They might take a hint from the activities of the Perfumery Importers' Association of the United States, which has begun a series of prosecutions to correct the evil in this country, further particulars of which are given in the association's announcement on advertising page 68 of this issue.

ADVERTISING AS A TRADE ASSET.

Advertising is an asset, Edward N. Hurley, formerly chairman of the United States Shipping Board, told the members of the Associated Advertising Clubs of the World at their annual convention in Indianapolis recently. Mr. Hurley said the time has arrived when manufacturer and merchant must carefully figure advertising cost and carry it on his budget as an expense just as essential as rent or labor, and properly charge it against each article and product.

"Advertising has been hurt by emotional appropriations—by sporadic flares," he said. "For instance, some men still advertise only when they have spare money, and never put out a line when times are dull and they need business. The amount and nature of advertising is to be planned with the production scale. Only then can we stabilize manufacturing, merchandising and advertising."

"The name of the small merchant to-day who has foresight and judgment in the merchandising of his products may be as well known as John Wanamaker in his particular locality, or even throughout the nation. His products are known by his advertising, and his success depends on the merits of the products he furnishes to the customers that the advertising brings to him. And the manufacturer or merchant who is advertising sanely to-day is not only laying the foundation for greater business for himself, but is selling the public on his industry. His success will be the guide post for his competitors, and the pot will always read: 'Advertise.'"

GROWTH OF OUR FOREIGN TRADE.

April's foreign trade in commodities in which our readers are concerned, has some interesting features. From the port of New York the exports of perfumeries amounted to \$668,197, divided as follows: To Belgium, \$642; Denmark, \$1,885; France, \$287; Gibraltar, \$3,418; Greece, \$8,973; Iceland, \$100; Italy, \$21; Malta, \$4,208; Netherlands, \$8,769; Norway, \$1,056; Spain, \$4,060; Sweden, \$907; Turkish Europe, \$670; England, \$42,190; Scotland, \$550; Bermuda, \$608; British Honduras, \$1,387; Costa Rica, \$2,917; Guatemala, \$2,294; Honduras, \$3,488; Nicaragua, \$7,461; Panama, \$14,564; Salvador, \$1,836; Mexico, \$6,319; Miq. \$15; Newfoundland, \$647; Barbados, \$622; Jamaica, \$8,385; Trinidad, \$1,753; British West Indies, \$555; Cuba, \$99,783; Danish West Indies, \$382; Dutch West Indies, \$2,531; French West Indies, \$278; Haiti, \$2,041; San Domingo, \$11,035; Argentina, \$20,949; Bolivia, \$484; Brazil, \$41,728; Chile, \$10,678; Columbia, \$15,564; Ecuador, \$3,495; British Guiana, \$3,897; Dutch Guiana, \$565; Peru, \$13,662; Uruguay, \$4,233; Venezuela, \$21,701; Aden, \$247; China, \$36,998; Kwantung, \$665; British Indies, \$50,839; Straits Settlements, \$11,840;

British East Indies, \$1,212; Dutch Indies, \$2,440; French East Indies, \$161; Hong Kong, \$13,826; Japan, \$36,691; Siam, \$929; Turkish Asia, \$2,834; Australia, \$38,070; New Zealand, \$15,090; British Oceania, \$178; Philippine Islands, \$32,338; British West Africa, \$9,222; British South Africa, \$22,319; British East Africa, \$10; Canary Islands, \$643; French Africa, \$124; Kameroun, \$101; Portuguese Africa, \$768; Egypt, \$3,013; Poland, \$46.

Toilet soaps shipped from New York to foreign lands in April totaled \$381,153, spread all over the globe, with Cuba highest at \$69,000. Other soap sent out was valued at \$571,582, Santo Domingo being high country at \$128,000.

WHAT THE REVENUE MEN GOT.

March Internal Revenue collections have just been announced. They make an interesting showing for some of our industries.

Perfumers, cosmetics and medicinal articles in March, 1919, paid \$114.74, but in March, 1920, it was \$563,491.61. The total receipts from July 1, 1919, to March 31, 1920, amounted to \$4,851,887.47.

Toilet soap and soap powders paid nothing in March, 1919, but in March, 1920, yielded up \$194,561.97. From July 1, 1919, to March 31, 1920, this levy was \$1,248,156.23.

Soft drinks and other non-alcoholic beverages netted the Government \$3,086,469.57 in March, 1920. The tax from July 1, 1919, to March 31, 1920, was \$43,092,752.21.

VOTING ON REMEDY FOR STRIKES.

Organization members of the Chamber of Commerce of the United States have been asked to vote on two recommendations submitted by the Chamber's Committee on Public Utilities. Those recommendations are that:

Strikes by employees of all public service corporations, performing public service essential to the lives, health, well being and comfort of the people should be explicitly prohibited by law.

Suitable tribunals should be created by the law to adjudicate differences between employees of public service corporations and their employers, and the decisions of such tribunals should be final and binding upon both parties.

The subject originated with the Merchants' Association of New York and the presidents of the principal business organizations of New York City, the incentive being the longshoremen's and truckmen's strikes which threatened to paralyze freight transportation in New York City.

ALCOHOL DETERMINATION.

Before the New York section of the American Chemical Society at its June meeting there was shown an improved apparatus for determining the amount of alcohol in cereal beverages. As the method depends upon an accurate determination of the boiling or ebullition point of liquids the appliance is known as an ebullioscope. Complicated forms of this instrument have been used for years, but the improved type exhibited has been developed largely for the use of brewers who must now produce malt drinks containing less than one-half of 1 per cent of alcohol. The makers of temperance drinks also find it a safeguard in detecting fermentation.

The excess of alcohol is usually driven off by running the beverage over a hot surface in a thin stream or sheet. The same result may be obtained by heating the liquid, usually in a vacuum. The excess alcohol may be saved

through a process of distillation, although most brewers waste it, for recovery is rather expensive. As the margin necessary to keep within the law is a close one, the brewers have found the improved ebullioscope useful for making offhand determinations of the alcoholic strength while their product is still in the plant.

The device is also used by inspectors of the Revenue Bureau in their field work, as it is light and portable and the tests may be made in 15 minutes. There are more elaborate methods of determining the alcoholic strength of beverages which are employed in disputes arise.

DUPLICATE EXPRESS RECEIPTS.

On and after July 1, the American Railway Express Co. will keep a duplicate copy of every receipt it issues when receiving business from shippers. The duplicates will be retained by the express company for the purposes of record and reference, and will be held at the shipping office.

Shippers who have been accustomed to prepare their own receipts or who have their own forms have been requested to make provision for supplying duplicates of such receipts to the express driver or receiving clerk who signs them. As a matter of convenience to shippers, the regular receipt forms of the express carrier will be revised to permit their use in duplicate form.

In cases where prepaid receipts are now being issued in duplicate, the extra copy being used as a record of charges paid, a third copy will be required under the new system, and in such instances prepaid receipts will be issued in triplicate.

EXAMINATIONS FOR CHEMISTS.

The United States Civil Service Commission announces an open competitive examination for organic chemist and inorganic chemist, for men only. Vacancies in the Philippine Service at \$3,000 a year, and in positions requiring similar qualifications, at this or higher or lower salaries, will be filled from this examination. Applicants should apply for Forms B. I. A. 2 and 2118, stating the title of the examination desired, to the United States Civil Service Commission, Washington, D. C.; the Secretary of the United States Civil Service Board, Customhouse, Boston, New York, New Orleans, Honolulu; Post Office, Philadelphia, Atlanta, Cincinnati, Chicago, St. Paul, Seattle, San Francisco; Old Customhouse, St. Louis. Applications should be properly executed, including medical certificate, and must be filed with the Civil Service Commission, Washington, D. C., with the material required, prior to the closing of business on July 6.

ALCOHOL FROM INDIA FLOWERS.

Much attention has been given in recent years to the question of manufacturing alcohol within the British Empire for use as motor spirit, says a London correspondent. In a recent bulletin of the Imperial Institute the possibility of utilizing the mowra flowers of India for the purpose is discussed. These flowers possess thick, juicy petals, rich in sugar. They are used by the natives as a food-stuff and especially for the preparation by fermentation of an alcoholic liquor called daru or mowra spirit. A single tree will yield as much as 200 to 300 pounds of flowers in a year. The tree also produces a valuable oil-seed, which is exported in fairly large quantities to Europe.

During the war the flowers were used in India for the

WINNING SUCCESS IN BUSINESS.

The successful commercialist knows his business from A to Z. He leaves nothing to "hit and miss." He knows just exactly what he is doing all the time and knows how to stop a leak when he sees it developing. He personally supervises his administration expenses. At every stage in the growth of his business he knows to a dollar the actual cost of conducting his business.

The American Business Manual gives the following six forms as the most important administration expenses: First. Proportion of interest, taxes, depreciation, repairs and insurance of property used. Second. Light, heat and power. Third. Taxes on personalty (this item does not represent those outlined in No. 1). Fourth. Salaries of officers, helpers and your own drawing account. Include in this item all expenses incidental to supervision. Fifth. General office and operating expense, postage, etc. Sixth. Bad debts.

The careful proprietor who sees that each item of expense is charged to its proper account, who watches his turnovers and knows exactly what his profits and expenses are cannot fail if his business, in itself, is one of merit. From the purchasing stub to the cash register, System is his watchword.

production of acetone, the yield being said to have been ten times as much as that obtained by distilling wood, which is the usual source of this substance. The demand for acetone in India in peace times, however, is not great, and large quantities of the flowers would be available for the manufacture of alcohol, and would appear to be an exceptionally cheap source of this material, as the yield is high compared with that from potatoes and other materials commonly used, about 90 gallons of 95 per cent. alcohol being obtainable from one ton of dried flowers. It has been estimated that in the Hyderabad State alone there are already sufficient mowra trees for the production of 700,000 gallons of proof spirit per annum, in addition to that necessary for the local liquor requirements.

It is suggested that the most profitable way of utilizing the flowers probably would be as a source of mixed motor spirit of the "natalite" type for use in India. That motor spirit can be produced on a manufacturing scale in India from mowra flowers has already been demonstrated and it is stated that running trials with the spirit proved satisfactory.

AMERICAN BRUSH MANUFACTURERS.

At the annual meeting of the American Brush Manufacturers, held in May in the Pennsylvania Hotel, New York, the following officers were elected: President, William Cordes, Florence Mfg. Co.; Vice-President, Earnest B. Wright, Hanlon & Goodman; Treasurer, Franklin G. Smith, Osborn Mfg. Co.; Executive Committee, Harold Barnes, M. W. Alexander, Mr. Thayer, Mr. Heroy, Mr. Smith, Mr. Wright, and Mr. Cordes.

STAMPLESS LETTERS IN JULY.

The Post Office Department has published a bulletin making effective on July 1 an order issued under authority of a recent act of Congress providing for the acceptance of first class mail matter for mailing under permit without stamps affixed, the postage being paid in money. This privilege has been applicable heretofore only to second, third and fourth class matter.

DETECTION OF METHYL ALCOHOL.

BY DR. HANS WOLFF, BERLIN.

It has been observed repeatedly of late that the color reactions of methyl alcohol are not always reliable. B. Salkowski, for instance, mentions that the higher alcohols give color reactions similar to those of the methyl alcohol, if they are subjected to the oxidation producing formaldehyde from methyl alcohol. I am able to confirm this fully and would like to add another observation to those already published. In control tests, which I consider necessary for all color reactions, I have noticed for some time that the ethyl alcohol used for comparison after oxidation with morphine hydrochloride and also with other reagents produced a distinct color which could not be distinguished from the one obtained in a control test in which methyl alcohol had been added. Even after the ethyl alcohol had been fractionated in a ten-bulb column all fractions still produced distinct color reactions.

Searching for other reagents for the distinction of ethyl alcohol from methyl alcohol I discovered that sulfuric acid containing apomorphine, instead of morphine, produces a good color reaction with formaldehyde. The result is a blue-violet color which makes even the smallest quantities easily discernible, especially if the reaction is carried out in the form of a ring reaction. The control tests with ethyl, propyl and amyl alcohol resulted in yellow to reddish-brown shades which were not able to conceal the blue-violet color of the methyl alcohol reaction, even in cases where the methyl alcohol content only amounted to 0.01 per cent. This reaction could possibly be used in doubtful cases to determine the presence of methyl alcohol definitely. The mentioned ethyl alcohol which after the oxidation with sulfuric acid containing morphine seemingly gave a methyl alcohol or formaldehyde reaction showed no trace of a blue color when apomorphine was used.—From *Chemiker Zeitung*, vol. 43, Nr. 104, page 555, Aug. 28, 1919.

RESEARCH COUNCIL ELECTS OFFICERS.

The National Research Council, a cooperative organization of scientific and technical men for the promotion of scientific research and the application and dissemination of scientific knowledge for the benefit of the national welfare, has elected the following officers for the year beginning July 1, 1920: Chairman, H. A. Bumstead, professor of physics and director of the Sloane physical laboratory, Yale University; First Vice-Chairman, C. D. Walcott, president of the National Academy of Sciences and secretary of the Smithsonian Institution; Second Vice-Chairman, Gano Dunn, New York; Third Vice-Chairman, R. A. Millikan, professor of physics, University of Chicago; permanent secretary, Vernon Kellogg, professor of biology, Stanford University; Treasurer, F. L. Ransome, treasurer of the National Academy of Sciences.

The Council was organized in 1916 under the auspices of the National Academy of Sciences to mobilize the scientific resources of America for work on war problems, and reorganized in 1918 by an executive order of the President on a permanent peace-time basis. It recently received an endowment of \$5,000,000 from the Carnegie Corporation, part of which is to be expended for the erection of a suitable building in Washington for the joint use of the Council and the National Academy of Sciences.

OUR ADVERTISERS

JOHN D. LAWSON & CO., INC.

DRUGS, CHEMICALS, SYNTHETICS, ESSENTIAL OILS
116 JOHN STREET
NEW YORK

THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW,
14 Cliff street, New York.

Gentlemen:

The results which we have derived from our advertisements in *THE AMERICAN PERFUMER* have been quite satisfactory up to date. It is a well-known fact that your publication occupies a unique position, and its usefulness to the trade in general will be in direct proportion to the support which it receives both from buyer and seller alike.

With best wishes for your continued success, I remain
Very truly yours,

JOHN D. LAWSON & CO., INC.

BARBERS' SUPPLY DEALERS.

The final decree signed by United States District Judge A. N. Hand in this city on May 7, in the Sherman Law action of the United States against the Barbers Supply Dealers' Association of America, et al. did not order the dissolution of the national body. The form of the decree was agreed upon by Henry A. Guiler, Assistant United States Attorney, and counsel for the numerous defendants. Judge Hand confirmed it as of course.

Mr. Guiler called attention to the third paragraph in the decree:

"That the defendants and each of them and their officers, agents, servants and employes, and all persons acting under, through, by or in behalf of them or either of them, or claiming so to act, be and hereby are ordered and directed to dissolve and forever discontinue the local or neighborhood clubs described in the petition, and be and hereby are perpetually enjoined, restrained and prohibited directly from engaging in, forming or entering into any like local or neighborhood clubs."

The foregoing is the only paragraph in the decree ordering any dissolution.

"The little local clubs," said Mr. Guiler, "were the ones that were causing all of the trouble and the national association got off very easily. The prohibitions in the decree are binding on all the defendants alike though actually the decree does not order the dissolution of the Barbers Supply Dealers' Association of America."

In accordance with a law passed by the New Jersey Legislature Gov. Edwards appointed on June 10 the new State Board of Barbers, to examine and license barbers and to inspect barber shops in the State. The board will be composed of John Laffianza of Jersey City, Daniel Carney of Atlantic City and Andrew L. Colantuono of Penns Grove. The compensation is \$5 a day for the members while engaged in State business.

Does a Lot of Good in "Selling Game."

(From J. C. Kinnard, 104 South 51st St., Omaha, Neb., Salesman for Solon Palmer, Perfumes.)

I am always anxious to receive *THE AMERICAN PERFUMER*, and while I am not in the manufacturing end of the business, I am in the "selling game" and I find *THE PERFUMER* does me a lot of good.

BABSON ON PRICE CUTTING AND INVESTMENTS

Roger W. Babson, the noted statistician and expert, in his current outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

Price-Cutting Panic—For the moment, it is the fashion to cut prices, and feeling the present wave to be a passing phase, we have hesitated thus far to comment upon it. Many merchants are being stampeded by this scare, and are carrying it much too far. As in all such movements the lead given by a few prominent stores is being followed blindly by the rank and file, whether it is wise in their particular case or not. Spring buying in general has been slower than expected, and the banks are insisting on loan contraction. There is nothing new in the situation, however, which did not exist a month or two ago. This is one of the times when each merchant must think for himself. It is poor business to follow the crowd! To a certain extent spring sales are always necessary if seasonal and very high-priced goods are not moving as rapidly as they should. This is the one remedy available. Such action, however, is far different from a slashing of entire stocks in a stampede to unload.

Wholesale prices, so far, have moved very little. There has been some weakening tendency, but the prevailing shortage of goods tends to sustain the general price level. The price cutting mania now in progress tends to increase consumption, and it decreases production. Even with the marking down in wholesale prices which has so far occurred, merchants find that they have to pay as much or more—on the average—in replacing stocks than they originally paid for their present stocks. Of course, where merchants find that they are carrying too many goods and wish to reduce their stocks permanently, this is another matter. In such cases they can resort only to price cutting as an inducement. The point we want to emphasize is the folly of throwing staple goods overboard now, if doing so will make you have to buy the same good again at a disadvantage between now and next autumn.

The long swing movement of commodity prices will be downward. Probably next year prices will be lower than they are now. At this time, however, retail merchants must be guided by what conditions are going to be over the next six months rather than over the next year or two years. The freight situation must be reckoned with. Most merchants for the present have stopped buying. Goods which should be moved now are being held up, and will add to the autumn strain later on. In spite of all the efforts to build more cars and to eliminate inefficient operation a nation-wide congestion of freight next autumn seems inevitable.

As regards the immediate business outlook, the banks are the key to the situation. Loans must be reduced during the next two or three months in order to make way for autumn requirements. We hope that current sales of goods will result in a substantial cutting down of bank loans. Of course, if there is not a sufficient turnover, and bank loans are not contracted, then we must look out for a money pinch next autumn, with a further shake-down in the commodity and security markets. It is still too early to ascertain what the outcome will be.

Personally, we are more encouraged regarding the outlook since the recent break in retail prices has developed. If the bank reports during the next two months show substantial contraction and merchants continue a policy of cautious buying there seems to be more hope that we may go through the autumn and winter in reasonably good shape.

Bonds or Commodities?—"I am thinking of buying a block of real estate for investment. Would you advise it? Would you advise me to buy an interest in a business at this time?" We are frequently asked these questions. In the majority of cases our answer is, "No." There are three reasons: (1) Because the prices of such property are now so high that the chances of a reasonable return on the investment are small, (2) because you can buy the very best bonds today at prices which will yield nearly as much money as you could hope to earn from real estate or business, (3) because the next long-swing movement in commodities will be downward, while the next long-swing movement in bonds will be upward. Considering that investments in good bonds require no personal effort and little or no speculative risk, there is little question today as to where investors should place their money. Difficult times are ahead for all kinds of business. Before long merchants and manufacturers will have to squeeze out a profit from a declining commodity market. The process will be painful. In some cases they would make more money if they would sell their business today, put the capital into good high-yielding bonds, and take a vacation for the next three to five years!

We usually think of bond values in terms of dollars. Practically, however, the values of bonds must be measured in the quantity of useful goods to which they are equivalent. Let us explain. Five years ago the income on a \$1,000 bond selling at par would buy a given amount of commodities. According to commodity price statistics, the same bond today would buy less than half as much goods as it would five years ago. In other words, the rise in commodity prices has cut the buying power of bonds by 50 per cent to 60 per cent. This factor, together with the unusual fall in bond prices resulting from high interest rates, has brought the real value of bonds down to the lowest point since the Civil War!

LIGHT AND SAFETY.

Some one has said that light is a tool which adds to the efficiency of every other tool, says the *National Safety News*. The modern industrial manager goes a step farther, for he realizes that adequate lighting, both artificial and natural, is indispensable not only to efficiency but also to safety. He knows that the dark plant is the dangerous plant.

One of the large insurance companies made a careful study of the reports of 91,000 accidents and discovered that ten per cent—9,100 accidents—were caused directly by the absence of proper lighting and that in 13.8 per cent—more than 12,000 accidents—inadequate lighting was a contributing cause.

His Drink.

His breath is sweet as lilac's bloom.
He tried to drink his wife's perfume.

—*Detroit Free Press.*

TAX AND DRY RULINGS ON EXTRACTS, TOILET GOODS, ETC.

WASHINGTON, June 17.—The Bureau of Internal Revenue has issued a revised edition of Regulations 51 relating to excise taxes on toilet and medicinal articles under Section 907 of the Revenue Act of 1918. Many important changes have been made in the regulations. Attention is invited to the following which are of particular interest to dealers in the articles taxed under this section:

1. The following paragraphs have been added to Article 5:

"Where a dealer sells toilet waters, hair tonics, or other preparations, taxable under section 907 to a barber for use or sale to patrons, the barber is the consumer within the meaning of the act, and the dealer must affix the necessary proprietary stamps and collect the tax from the purchaser. As to all unstamped articles purchased under certificate, on hand at the time of the promulgation of these regulations, the barber must affix the proper stamp and collect and return the tax when such articles are sold to a customer.

A dealer, druggist, or person who breaks an original package of a taxable article (1) to use the article or any part thereof in compounding medicines, whether or not on the prescription of a physician, or (2) to dispense any part of the article less than the whole at his soda fountain or place of business, is the consumer within the meaning of the act, and must affix the proper stamps to the original package or container on the basis of the cost to himself, and must himself pay the tax.

When a dealer, druggist, or person breaks an original package of a taxable article, and sells any part thereof in a separate package or container, as distinguished from dispensing it at his place of business, the purchaser is the consumer and must pay the tax, and the vendor must affix the proper stamps.

When a dealer, druggist, or person sells a taxable article on a physician's prescription, whether in the original container or not, the purchaser is the consumer, and the vendor must affix the proper stamps to the container or package in which the article is sold.

Taxable articles given away as free samples are not subject to tax if a notation is made on the package that the article is not to be sold for consumption or use, but is a free sample."

2. Article 7 has been rewritten in such a manner that the tax imposed by section 907 of the act must be computed upon each article sold. Heretofore when one person bought two or more articles at one time, the tax might be computed on the sale as a whole, but a reconsideration of the law showed that this practice was erroneous, and that the tax must be paid upon each article separately.

3. Article 8 formerly held that this tax applied to sales made to the Government, but in the Revised Edition is amended so as to hold that this tax does not attach to articles sold to the United States Government. (This tax is a consumer's tax. But the manufacturer's excise tax under section 900 applies to sales made to the Government, because that tax is not required to be collected from the consumer.)

4. In Article 9 attention is called to the fact that bay rum, witch hazel, and shampoo oils and liquids are taxable as

toilet preparations; that all toilet soaps, whether medicated or not, are taxable under section 900, when sold by the manufacturer, and not under section 907.

5. The following clause is added to Article 14:

"If an article is advertised under a coined word, the exclusive use of which is claimed by one manufacturer or dealer, such coined word may or may not be a trade-mark, but it indicates the distinctive origin of the article and renders the sale thereof taxable, whether it is applied to one or more articles sold by such manufacturer or dealer."

6. The two following paragraphs have been added to Article 16:

"(c) Cough drops sold in packages or cartons having the words 'cough drop,' 'cold tablets,' 'throat lozenges,' 'throat pastilles,' 'troches' thereon, or otherwise held out as a remedy of specific, are taxable under section 907. Cough drops sold in bulk and held out or recommended as a remedy or specific are taxable. Candy cough drops, such as lemon, lime, and hoarhound drops, sold in bulk by the pound or otherwise, and not held out or recommended in any manner as a remedy or specific, are not taxable under section 907, but are taxable as candy under section 900, when sold by the manufacturer, producer, or importer.

(f) A preparation, otherwise taxable, is not exempt from tax when it is sold on a physician's prescription, nor when sold in a container upon which the original label does not appear."

7. Paragraph (b) of Article 17 has been rewritten so as to bring out the fact that products whose primary or principal use is a food, as distinguished from medicinal preparations used as a remedy or specific, are not taxable even though held out as having incidental remedial properties, unless they contain a recognized drug and are held out as proprietary medicinal preparations, or as remedies, or as specifics.

8. A clause has been added to paragraph (d) of Article 17 to the effect that serums, vaccines, antitoxins and salvarsan when prepared by open formula and advertised only to the medical profession, with labels which indicate use only by the medical profession, are exempt from tax.

9. Paragraph (e) of Article 17 has been rewritten so as to bring out the point that waters, whether medicated or not, produced and sold primarily for use as beverages, although they are held out as having incidental remedial qualities, are taxable as beverages under section 628, and not as medicinal preparations under section 907.

10. Articles 24 and 25 have been rewritten in such a manner as to bring out clearly the fact that the tax imposed by section 907 does not apply to sales made for export; and also, that when articles covered by this section are imported, they are taxable when sold to the consumer in the United States, the same as if they had been manufactured in the United States.

AS TO ILLEGAL SALES OF FLAVORING EXTRACTS, ETC.

The Federal Prohibition Commissioner has just issued instructions relative to the revocation of permits and the restriction of illegal sales of flavoring extracts, sirups and beverages. The instructions provide that if the Commissioner has reason to believe that an article does not correspond with the description and limitations provided in Section 4 of title II of the act, that he shall cause an analysis to be made, and if the analysis shows that the article does not so correspond, "notice shall be given to the person or permittee who is the manufacturer thereof to show cause why said article should not be dealt with as an intoxicating liquor, and the permit to manufacture and sell said article be revoked."

The regulations further stipulate that notice shall be given by the director to the manufacturer in which a date for hearing shall be set "not less than fifteen nor more than thirty days from the date of service." The hearing may be held either before the Federal Prohibition Com-

missioner, the Director or an official appointed by either of them. The person notified may appear in person or he may be represented by an attorney as he sees fit.

The Commissioner or the Director when authorized to hear and determine the case may after such hearing revoke the permit in question. It is provided that if the official who hears the case is not sure of the situation he is to forward the record to Washington, when final action will be taken and the permit either revoked or the proceedings dismissed. The final decision or revocation shall be in writing.

The regulations also provide that the manufacturer may appeal the decision of the Commissioner by court proceedings. The regulations also provide that the Commissioner, if he have the proper information, may give notice to any retailer to desist from selling flavoring extract, sirup or beverage if it is being sold for intoxicating purposes.

SODIUM SALICYLATE APPROVED AS MODIFYING AGENT FOR TOILET WATERS.

The Bureau of Internal Revenue, Treasury Department, Office of Federal Prohibition Commissioner, has issued Pro. Mim. 70 regarding additional modifying agent for toilet preparations to render them unfit for beverage purposes. The mimeograph is as follows:

To Federal Prohibition Directors and Others Concerned:

The following optional modifying agent, in addition to those set forth in Prohibition Mim. No. 38, is hereby authorized for use in toilet preparations to render them unfit for use for beverage purposes:

Sodium salicylate, 5 grains per fluid ounce.

JOHN F. KRAMER, *Prohibition Commissioner*.

Approved: WM. M. WILLIAMS, *Commissioner of Internal Revenue*.

LUXURY TAX DRIVE ORDERED BY REVENUE BUREAU.

Millions of dollars in delinquent taxes and penalties will be collected by the Bureau of Internal Revenue as the result of a general tax drive which will reach every section of the country. Special attention will be directed to the collection of excise tax on sales by manufacturers, the so-called luxury tax, the jewelry tax, the tax on toilet articles and proprietary medicines, the soft drink tax and the admission tax. Reports that many dealers and other persons responsible for the return and collection of miscellaneous taxes are failing in their duty have reached the Bureau from many sources.

Preliminary to the nation-wide investigation to insure a proper accounting, Commissioner of Internal Revenue William M. Williams has summoned to Washington for a special course of instruction a corps of revenue officers experienced in the handling of sales taxes. These men will head "flying squadrons" which will visit every large city in the United States. Their directions are to conduct a thorough and effective campaign, using such methods as will bring to justice willful evaders and cause no embarrassment to persons who honestly are endeavoring to company with the law.

NEW RULING ON STOLEN ALCOHOL

When alcohol lawfully owned by wholesale druggists or others is stolen in transit, it is the custom of many collectors of Internal Revenue to assess a tax of \$4.20 per proof gallon against the owner of the spirits, this tax being the difference between the amount of the non-beverage alcohol rate of \$2.20 per proof gallon and \$6.40, the beverage rate as imposed by the Revenue law of 1918. The National Wholesale Druggists' Association takes the stand that this penalty is not authorized except when there is proof that collusion existed between the owner and the person stealing the alcohol. This contention is upheld in an official ruling by Prohibition Commissioner Kramer which is given in full in a bulletin issued by the Association, and was based on an actual case presented by the

Association's representative in Washington, the claim being made that the owner of the alcohol did not possess it unlawfully, the only condition in which the beverage tax rate could properly be made to apply.

PROHIBITION LAW HAMPELS CHEMISTS.

Administration of the prohibition law as it relates to the use of alcohol for industrial and non-beverage purposes was the subject of a hearing today before Commissioner of Internal Revenue Williams. It is stated that the regulations of the department now make it extremely difficult for manufacturing chemists and others to operate. The regulations are described as not sufficiently elastic. There is not sufficient provision in them to take care of the needs of manufacturing. Although industrial alcohol is by law free from tax, it is declared by representatives of certain chemical interests that tax is required by the department on alcohol used in the manufacture of fine chemicals.

The Manufacturing Chemists' Association of America was represented by a special committee named under a resolution adopted at the recent annual convention of the association held in New York. That committee is composed of A. G. Rosengarten of Powers, Weightman & Rosengarten Co., Philadelphia; J. R. Klotz of the Newport Chemical Works, of New York, and John I. Tierney, Washington representative of the association.

MAY STOP JOBBERS FROM SELLING ALCOHOL.

While officials of the Treasury Department do not care to discuss the situation at this time, it is understood that the Solicitor of the Bureau of Internal Revenue has drafted a ruling for the Federal Prohibition Commissioner in which he holds that jobbers cannot sell alcohol under Section 2 of the Prohibition Act. He holds that alcohol can only be sold by druggists or manufacturers and it is held that wholesalers will come under the heading of druggists. The ruling which cuts out the jobber of alcohol has raised such a furor that it has not been issued by the Department but hearings are to be held before a final decision is made. If this ruling is issued by the Department it will revoke all alcohol permits held by the jobbers.

WEIGHTS AND MEASURES CONVENTION.

The thirteenth annual conference on the weights and measures of the United States was held at the National Bureau of Standards in Washington recently. Delegates attended from many states. Papers were read on "The Effect on Commerce of Uniform Weights and Measures Legislation and Methods of Inspection by the States," "Inspection and Demonstration of Manufacturers' Exhibition of Liquid Measuring Devices," and "Weight Standardization of Bread," "Net Weights," "Standardization of Package Goods," "Weights and Measures Education in the Schools," and "Machine Measurements in Retail Dry Goods Stores." Delegates reported on the condition of liquid-measuring devices in their districts. Specifications and tolerances for liquid measuring devices, the practical side of weights and measures work, the methods of inspection for the detection of fraud, the standardization by congress of units of weights and measures and its relation to commerce, and sales of dry commodities by the hundred-weight versus sales by measure were discussed, as was the subject of automatic weighing devices.

NEW BILL TO STOP FALSE BRANDING OF GOODS.

Attempt to protect the public against false pretences in merchandising under trade mark or special brand of standard quality is made in a bill introduced by Representative Kelly of Pennsylvania just before Congress adjourned for the summer recess. The bill would permit control of resale prices of goods shipped in interstate commerce, upon condition that the vendor has no monopoly of the goods shipped, that the vendor files a statement with the Federal Trade Commission and registering his trade mark or special brand.

Contracts may provide for resale at fixed prices, the bill says, under certain conditions. Conditions are specified in which goods may be resold at different prices. Upon complaint by interested parties, the bill provides, the trade commission may terminate the whole or any part of contracts of the above character, or regulate its terms in the public interest.

IMPORTANT CONFERENCE ON INDUSTRIAL ALCOHOL

WASHINGTON, D. C., June 18.—A large number of representatives of users of industrial alcohol held a conference yesterday with officials of the Bureau of Internal Revenue relative to a modification of the permit regulations for obtaining industrial alcohol. Paul Meyers, assistant commissioner of Internal Revenue, presided at the conference. W. L. Crounse, Washington representative of the Washington Wholesale Druggists' Association, in addressing the conference, said:

"You have here this afternoon a comprehensive delegation of business men and scientists representing probably 75 per cent of the users of alcohol for legitimate industrial purposes. There are present representatives of the American Chemical Society, the Manufacturing Chemists' Association of the United States, the National Drug Trade Conference, the American Drug Manufacturers' Association, the Manufacturing Perfumers' Association, the National Flavoring Extract Manufacturers' Association, the Proprietary Association of America, the American Dye Institute, the National Wholesale Druggists' Association, the National Association of Retail Druggists, the American Pharmaceutical Association, the Industrial Alcohol Manufacturers, the technical press of the chemical, drug and allied trades, and the United States Army and Navy Departments.

"We are not here as protestants or complainants, but to seek your generous cooperation in meeting a very serious crisis in our industries due in part to the present shortage of alcohol, in part to the prospective curtailment of its production, and to some extent to the impracticability of adjusting the operations of bona fide manufacturers to regulations which, while they take account of our activities, have been framed primarily from the standpoint of the policing of unlawful beverage spirits.

"We seek your cooperation with a special degree of confidence because we find in the Volstead Act a license to come here and point out our problems to you whenever occasion arises, and to show you how you can help us in our efforts to build up our industries in competition with the great manufacturing countries of the world, which, far in advance of America, long ago provided for the encouragement of their citizens making and using alcohol, which takes rank as the most important chemical raw material in modern science and industry.

"I take the liberty of calling your attention to Section Thirteen, of Title III, of the Volstead Act, which is as follows:

"Sec. 13. The commissioner shall from time to time issue regulations respecting the establishment, bonding, and operation of industrial alcohol plants, denaturing plants, and bonded warehouses authorized herein, and the distribution, sale, export, and use of alcohol which may be necessary, advisable, or proper, to secure the revenue, to prevent the diversion of the alcohol to illegal uses, and to place the nonbeverage alcohol industry and other industries using such alcohol as a chemical raw material or for other lawful purposes upon the highest possible plane of scientific and commercial efficiency consistent with the interests of the Government, and which shall insure an ample supply of such alcohol and promote its use in scientific research and the development of fuels, dyes, and other lawful products."

Others who spoke at the conference were: Dr. Charles H. Herty, representing American Chemical Society; Prof. R. H. McKee, of Columbia University; R. C. Stoffer, pres-

ident American Drug Manufacturers' Association; Dr. M. C. Whitaker, president U. S. Industrial Chemical Co., and vice president U. S. Industrial Alcohol Co.; E. C. Brokmeyer, general counsel National Association Retail Druggists; Col. Amos Fries, Chief Chemical Warfare Service, U. S. A.; George W. Patterson, Government powder expert, Naval Proving Ground, Indian Head, Md.; J. P. McGovern, general counsel, U. S. Industrial Alcohol Co.; A. M. Spiehler, ex-president Manufacturing Perfumers' Association; C. R. Downs, representing the American Chemical Society and the Barrett Co.; H. J. Kaltenbach, vice president of the Fleischmann Co.; Dr. Samuel Isermann, American Dye Institute.

The Committee of Manufacturers which appeared before the Bureau of Internal Revenue in the interest of the protection and furtherance of the legitimate uses of alcohol in accordance with the provisions of the National Prohibition Act:

Dr. Charles H. Herty, New York City; Prof. R. H. McKee, Columbia University, New York City, (representing American Chemical Society); C. R. Downs, New York City, (representing the Barrett Company, American Chemical Society); Wm. G. Keller, (Chemical Department, E. I. duPont de Nemours Co., Wilmington, Del.); A. M. Spiehler, (Manufacturing Perfumers' Association of U. S. A.); W. L. Crounse, (National Wholesale Druggists' Association); Amos A. Fries, Lt. Colonel, (Chief of the Chemical Warfare Service, U. S. Army); D. H. Litter, (The Calco Chemical Co., Bound Brook, N. J., member American Dyes Institute Committee); Harry Thompson, (counsel, Proprietary Association of America); Samuel Isermann, (The Chemical Association of America, member American Dyes Institute Committee); Dr. M. C. Whitaker, (president United States Industrial Chemical Company, vice president United States Industrial Alcohol Company); F. T. Stone, (Drug Trade Conference); Eugene C. Brokmeyer, (general attorney National Association Retail Druggists); A. G. Rosengarten, (Manufacturing Chemists Association of the United States); James W. Bevens, (McKesson & Robbins, New York City); R. C. Stoffer, (president American Drug Manufacturers' Association); S. L. Hilton (American Pharmaceutical Association); John I. Tierney, (Manufacturing Chemists' Association of the United States); H. J. Kaltenbach, (vice president The Fleischmann Company); J. R. M. Klotz, (Newport Chemical Works, Chemical Committee of American Dyes Institute, Manufacturing Chemists' Association); Henry R. Strong, (publisher National Druggist, St. Louis); G. L. Marsters, (Norwich Pharmacal Company, Norwich, New York); James P. McGovern, (counsel Industrial Alcohol Manufacturers); C. M. Woodruff, (counsel Parke-Davis and Company).

New Rules for Narcotic Reports.

WASHINGTON, D. C., June 18.—John F. Kramer, prohibition commissioner, has just issued the following notices to collectors relative to narcotic order forms:

"Monthly narcotic returns submitted to this office by persons registered in classes one and two, under the Harrison Narcotic Law, as amended, indicate that in many cases official order forms calling for narcotic drugs or preparations are being carelessly executed, and not strictly in accordance with the regulations. It is noted particularly that in many cases the name of the particular narcotic contained in the preparation is omitted.

"Supervising Federal Prohibition Agents should immediately bring this tendency to the attention of their field officers and instruct them to admonish taxpayers with whom they come in contact during investigations, as to the necessity of careful preparation of narcotic order blanks.

"Collectors are hereby instructed to address a circular letter admonishing members of classes three, four and five, as to the necessity for strict compliance with all the provisions of Article 109, Regulations No. 35, and instructing members of classes one and two that they should refuse to fill order forms which are not prepared in strict accordance with the provisions of Regulations No. 35."

LIQUID CREAMS AND LOTIONS

By DR. F. A. MARSEK

The number of preparations that may be classed under this heading is vast. Their compositions vary from simple mucilages to the most difficultly produced emulsions.

In the first line we have to ask ourselves what the actual merit of such creams and lotions is supposed to be. In this respect we have to distinguish preparations which are intended for *face and hands* from preparations which are merely *hand lotions*. It certainly is necessary to make a distinction between the two types although we frequently find that this necessity is overlooked. The reason why this distinction should be made is that the skin of the face is to a considerable extent more sensitive than that of the hands. So we find for instance that a 50 per cent solution of glycerine in water is one of the very best preparations for chapped hands while the very same strength solution is too strong to use as a face lotion, for it may have an irritating effect.

In speaking of face lotions in general a further distinction should be made between preparations which are intended merely for rough skins, to prevent or cure chapping or serve as a general preservative for the skin, and those preparations which are intended to remedy an ailment. The latter types are medicated lotions, such as freckle lotions, etc. Only the first type of preparations will find consideration here.

A solution of glycerine in water has been mentioned above and with this reference discloses the secret of perhaps the most efficient skin lotion and at the same time the most simple one to produce. If a hand lotion is to be prepared, it may be done by using a 50 per cent solution, while for a face lotion 25 to 33 per cent is the best proportion. The benefit of glycerine upon the skin I believe need not be discussed. Its hygroscopic qualities, etc., which make it such a valuable and we may say indispensable product for the cosmetic, are generally known and appreciated. However, a warning may be given in this place against its use in too concentrated a form, in which, as has been said above, it has a highly irritating effect. The writer believes that the reason why this simple preparation is not more frequently found on the market is the fact that its appearance does not seem "promising" enough. There is not enough mystery about it; it looks too much like water. However, this is not the most difficult thing to overcome. While the retail druggist produces such a lotion by mixing the glycerine merely with rosewater, calling it glycerine and rosewater, a name which is well introduced and I believe is nearly as old as glycerine itself, the cosmetic manufacturer wants something more fancy.

It may be remarked here that I found the opinion that the rosewater has particular merit as a cosmetic is frequently expressed by the public. This of course is not the case. It merely perfumes the preparation and at the same time sounds better than it would to say glycerine and water, because water is too cheap (even with the water taxes) and too easily obtainable. But as far as the benefit to the skin is concerned, plain water is just as good as rosewater.

Now to help the toilet specialties manufacturer in his effort to mystify this cosmetic, we advise the addition of a small amount of tincture of gum benzoin. As little as one ounce to the gallon will give the preparation a

milky appearance. If too large an amount is used, the benzoine will curdle out of the solution and thus spoil the appearance. It furthermore is advisable to add a little alcohol, say 2 or 3 per cent or up to 5 per cent. In this case the tincture of Benzoine is added to the alcohol and the perfume oils dissolved in the solution. The mixture is then added slowly to the glycerine, well shaken up and finally the water or rosewater is added.

The next type of lotions we will discuss are those made from mucilages. The most suitable products for the making of such a mucilage are gum tragacanth, gum karraya, quince-seeds and eventually gum acacia, the latter, however, being the least suitable. The quantity of gum or seeds used is dependent upon the desired consistency of the lotions. If gum tragacanth is used from 3 to 6 ounces for one gallon of water will give the proper consistency. In this case the ribbon gum should always be used. The same quantity of gum karraya is to be used. If a quince seed mucilage should be used the necessary quantity of it is entirely dependent upon the quality of the seeds, but usually from two to five per cent will produce the proper consistency. The mucilages from the gums are made with hot water, while for quince seeds only lukewarm water may be used, as hot water would dissolve too much of the coloring matter of the seeds, thus producing a dark mucilage. It is necessary, furthermore, to avoid excessive pressure in straining the mucilage and it should be done through very fine cheesecloth or some other finely meshed material.

After the mucilage is prepared it is mixed with from 10 to 20 per cent glycerine and about 5 per cent alcohol, in which the perfume oils are dissolved and then a preservative is added. The number of products suitable for this purpose is quite large. Salicylic acid dissolved in the alcohol will serve well, or still better is sodium benzoate, of which from 2 to 3 per cent is required. The sodium benzoate is dissolved in hot water and added to the mixture, or boric acid may also be used to advantage and can be introduced continually in the form of boroglycerine. This product will render the lotion antiseptic. It may be used with sodium benzoate together.

A warning must be given against the use of an excessive amount of alcohol as this will precipitate the gum.

Of course any aniline color soluble in water may be used to give the lotion any tint that is desired. And here again tincture of gum benzoin may serve to give to the lotion a milky appearance if transparency is not desired. The same precautions have to be taken that were specified further above.

By adding a small amount of cucumber juice, and coloring the lotion green a cucumber lotion may be made, or by adding witch hazel extract a witch hazel lotion may be prepared, thus leaving to the manufacturer a wide range from which to select and name his lotion after some known product which he may add to it.

As to the therapeutic value of all these mucilage lotions one has to look at them with optimism to find their merit. Although admittedly the glycerine has a very good effect and also the mucilage is a good softener for the skin, there remains the one disadvantage to be considered, which this preparation has in common with so many other cosmetics, that is their property of closing the pores of the skin.

The mucilage dries out and leaves so to speak a thin crust on the skin. Truly, for this very same reason, such lotions make a good protective against exposure, but whether this advantage or the just mentioned disadvantage is a stronger point, it is difficult to say.

The third group of face and hand lotions is represented by the many preparations on the market under names such as almond cream, honey and almond cream, etc. This type of creams represents a class by itself as the creams have a fatty base of more or less soapy character which is, so to speak, diluted by means of a composition similar to the ones described in this article as the second group of lotions, and which in themselves, that is without the fatty base, would be lotions. The appearance of these lotions or creams, as they usually are called, is that of milk, or it should be at least, but of heavier consistency. The manufacturer of such a preparation will agree with me if I say that this type of cream is very difficult to make satisfactorily. The fact that they are emulsions in liquid form which naturally have to be permanent explains this difficulty.

First of all, the principal part of the secret is the fatty base. It is quite difficult to produce such a base which can be diluted with water or mucilage and still be permanent. The variety in the composition of such bases is so great that it is impossible to describe them all.

In the first line we find mostly the name almond cream employed. This would or should indicate that almonds in some form are one of the ingredients of the cream. However, I venture to say that the only cream which deserves the name, that is the one made with milk of almonds, is scarcely ever found. Many a manufacturer has found it cheaper to use oil of sweet almonds for the fatty base and oil of bitter almonds as a perfume ingredient and be satisfied with these ingredients to give him the right to call his product almond cream. Well, the fact is that none can deny this right as the name almond cream does not necessarily mean, as the consumer usually thinks, that milk of almonds must be the base of the cream. Thus the manufacturer would be "in right," as the public would be making a mistake only in expecting under almond cream to get something that the name does not spell exactly. It is another thing if the sweet almond oil is found too dear and is substituted by peach kernel oil, merely leaving the odor to remind one of almonds. However peach kernel oil does actually produce a cream just as good.

But to come back to almond milk there is no fixed amount necessary as far as the composition of the cream is concerned. It is dependent upon the quantity and kind of the other fatty ingredients used for the base and especially upon the pocketbook of the manufacturer, as almonds are dear. The milk is made by blanching the almonds after soaking them in hot water, then chopping them as finely as possible and triturating with water until an emulsion is formed. Then the milk is strained and is ready for use. This milk could be used just as it is, together with mucilage of gum tragacanth or quince seed, (karaya is not very suitable as it forms too dark a mucilage), but a considerable quantity of it would be necessary to produce a milky white lotion, more than the expense would justify. Therefore, as a rule, some fatty substances are saponified, an emulsion is made from them and the almond milk is incorporated. To produce this emulsion we may use a base similar to that of cold cream,

but this seldom produces a very permanent preparation. It is much better if a soft soap is made from sweet almond or peach kernel oil, together with coconut oil or lard, or spermaceti, beeswax and stearic acid may be used. In every case the saponifying is preferably done with a strong alkali, such as caustic potash. With the aid of the soap thus produced and with the almond milk an emulsion is formed with water preferably made slightly alkaline with borax, and to this the necessary quantity of mucilage is added. If the soap has been made right a dilution as high as 10 or 12 times its volume is possible and still there will result a perfectly white lotion which is permanent. Of course the incorporation of a preservative such as mentioned above is necessary. And, furthermore, such lotions should always contain about 10 per cent of glycerine and about 5 per cent. of alcohol.

The most suitable perfume for such products is bitter almond or benzaldehyde in combination with some other oils as for instance geranium, iso-eugenol or others, but leaving the almond odor predominating.

The incorporation of honey is of no particular value as far as the qualities of the lotion are concerned, although there are many honey and almond creams on the market. The honey in these preparations is purely a luxury which can be replaced to equal advantage by glycerine.

In general, from a therapeutical standpoint this type of lotions or creams has no advantage over those firstly or secondly described. Its products merely have a better appearance but the small quantity of fats, which after all are in most cases practically nothing but soaps, do not benefit the skin any more than if the diluted glycerine alone is used either with or without a mucilage constituents.

(To be continued)

NEW SOUTH WALES PERFUME PLANTS

Mr. E. N. Ward, superintendent of the Botanic Gardens at Sydney, New South Wales, in a State agricultural paper, discusses the question of the cultivation of perfume plants in New South Wales. The author states that "Geranium oil is distilled from *Andropogon Schenanthus*, lemon-grass oil is used to adulterate the true geranium oil or oil of pelargonium, which in turn is used to adulterate the otto of rose." Now the oil of geranium first mentioned is obviously meant to be palmarosa oil, which is distilled from *Cymbopogon Martini*. Then lemongrass oil is never used to adulterate true geranium oil; indeed, the total difference in the odors of the two oils is such that the rose would at once detect the admixture, and, of course, it naturally follows that lemongrass oil never appears as an adulterant of otto of rose. It is true that pelargonium radula is used for distillation purposes in the South of France, but the geranium plants used generally cannot be described as varieties of this plant, and are, in general, entitled to specific rank. Is the otto of rose prepared enfleurage? Pomades, concretes and absolutes, prepared either by enfleurage or by extraction with volatile solvents, are, of course, well known commercial articles, but surely even French otto of rose is prepared by distillation. The author recommends for the cultivation "of those flowers producing the otto of rose adulterants," the districts of Yanco or Mirrool, on blocks adjoining the arid slopes, or the slopes of the Hawkesbury ranges. For the cultivation of the rose for commercial purposes the best soil is said to be a rich, heavy loam, with a clay subsoil.—*London Oil and Color Trades Journal*.

News Permeates Every Page.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

Flavoring Extract Section

HO! FOR THE SPRINGFIELD CONVENTION.

Springfield, Mass., is the flavoring extract Mecca! It used to be Washington, or New York, or home, but in this year of grace Springfield is the place and the time is July 7, 8 and 9. Every flavoring extract manufacturer in the country should be there. If he is not now a member of the Flavoring Extract Manufacturers' Association he will be warmly welcomed to the eleventh Convention, and initiated as a member, provided always that he is in sympathy with the chief essentials of the association: brotherly love, co-operation in public problems and a firm policy of doing nothing that might get the industry into disrepute. These requirements are the easiest things that can be met by right-minded men. Every one of them will be greeted cordially; for others, if there be any, which is becoming more doubtful every day, there will be an opportunity to change their ways and get in with the best and most useful organization of its kind that many men know about.

The F. E. M. A. and its officers have performed marvels in the last ten years for the industry, for the members and even for unappreciative non-members. It is entirely up to the latter to get into the game and let the industry be 100 per cent organized. It is worth while! Wives and daughters are welcome also and Springfield is nestled in some of the finest New England scenery (a Swiss not long ago said it had the advantage over his own native heath by many points), and it is an ideal vacation spot. But the F. E. M. A. proposes to combine business with pleasure and the members of the Entertainment Committee have acted accordingly.

First off you want to know who is doing it. We will repeat, lest a previous mention might have been overlooked: L. K. Talmadge, chairman; T. W. Carman, F. P. Beers, F. A. Ross and Harry Hirsch. Then also there will be the officers of the association, including the genial President Joyce and too many other members to list at this time. The ladies will be greeted cordially and entertained.

This is the one time in the whole year for members of the flavoring extract industry to get together. Long time association men will be on hand, but the new members and those who are eligible but are not yet in the fold also are wanted, for their own benefit, if nothing else.

We are not going to print pictures of Springfield. We have no pictures that do justice to the city. Springfield is a historic spot in our republic and its urban and suburban attractions make it an ideal locality in which to hold the convention. Aside from its natural advantages it has splendid hotel accommodations, (the Kimball-Hotel, which will be headquarters, is a great big ten story hostelry, with all of the modern improvements), the railroad facilities and connections leave nothing to be desired and for

members who are near enough to use their own cars the roads are said to be in super-excellent condition.

We give below the convention program, but ought not to do it, for really there will be so much more of interest in a business and entertainment way that it does not more than whet appetites, for the outline gives little heed to the joys of the clambake, the trip to Mount Tom and other enjoyable features. But the program has been made, so here it must be printed:

Wednesday, July 7

9 A. M.—Meeting of the Executive Committee, Hotel Kimball.

10 A. M.—Convention called to order by president Charles D. Joyce, Philadelphia.

Address of welcome, Clifton D. Jackson, Springfield Chamber of Commerce.

Roll call.

Address by President Charles D. Joyce.

Reading of minutes of last meeting.

Appointment of Resolutions Committee.

Appointment of Auditing Committee.

Appointment of Nominating Committee.

Introduction of visitors.

Report of Convention Committee—T. W. Carman.

Reports of officers:

Secretary.—Leslie K. Talmadge, Springfield, Mass.

Treasurer.—F. A. Ross, Charlestown, Mass.

Recess.

Luncheon, 12:30 P. M.

2 P. M.—Reports of Committees:

Legislative.—R. H. Bond, chairman.

Publicity.—J. L. Clawson, chairman.

Membership.—Gordon M. Day, chairman.

Costs.—F. P. Beers, chairman.

Trade Interests.—R. E. Heekin, chairman.

Transportation.—S. J. Sherer, chairman.

Insurance.—C. W. Jennings, chairman.

Discussion of "Question Box" contents.

Adjournment.

4 P. M.—New England clambake—Riverside Park. Boat leaves foot of Elm street, 4:30 P. M.

Thursday, July 8

9:30 A. M.—Address—"Non-alcoholic Extracts," Melvin DeGroot, University of Pittsburg.

Address—Dr. A. B. Adams, Bureau of Internal Revenue, Washington.

Recess.

Luncheon at 12:30 P. M.

2 P. M.—Address—"Taxation," J. H. Tregoe, secretary-treasurer National Association of Credit Men.

Address—Thomas E. Lannen, attorney for the association.

General discussion.

Adjournment.

7 P. M.—Banquet in the Hotel Kimball.

Friday, July 9

9:30 A. M.—Address—Frank L. Beggs.

Discussion led by Drs. B. H. Smith and F. M. Boyles.

Recess.

Luncheon at 12:30 P. M.

2 P. M.—General discussions.
 Unfinished business.
 New business.
 Report of Resolutions Committee.
 Report of Auditing Committee.
 Report of Nominating Committee.
 Election of officers.
 Adjournment.
 Executive Committee meeting.

SODA WATER FLAVORS MANUFACTURERS.

G. J. Hurty, of Indianapolis, president, and Thomas E. Lannen, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have been busy this month in looking out for the interests of the members. Secretary Lannen has collected information about the bills introduced in the various legislatures and other subjects and has transmitted it promptly to the members.

Among the matters to which attention has been called is Sraiche's H. B. 244 in Louisiana, which seeks to levy a tax of one per cent on gross sales of manufacturers, wholesalers and retailers of soft drinks, soda, etc. Gov. Parker in a special message urged the tax on all soft drinks so as to yield not less than one million dollars per year. Vigorous opposition to the bill is urged.

AMERICAN SPICE TRADE ASSOCIATION.

The fourteenth annual meeting of the American Spice Trade Association was held in New York City on May 12. The business transacted was chiefly of a routine nature. The following officers were elected for the ensuing year:

President, Benj. H. Old, of Old & Wallace, New York; vice-president, John Clarke, of John Clarke & Co., New York; treasurer, J. Melville Morris, New York; directors, R. M. Littlejohn, of L. Littlejohn & Co., New York; P. S. Weeks, of Chas. F. Smillie & Co., New York; C. A. Thayer, of Austin, Nichols & Co., New York; Chas. D. Joyce, of The A. Colburn Co., Philadelphia, Pa.

The Spice Grinders' Section, which met subsequent to the Association meeting, elected the following Executive Committee:

Geo. H. Carter (chairman), of D. & L. Slade Co., Boston, Mass.; H. Madison, of the Widlar Co., Cleveland, O.; C. A. Thayer, of Austin, Nichols & Co., New York; Francis J. French, of R. T. French Co., Rochester, N. Y.; W. M. McCormick, of McCormick & Co., Baltimore, Md.

1920 VANILLA CROP OF GUADELOUPE.

The 1920 Guadeloupe vanilla crop is about finished, writes Consul John S. Calvert, Guadeloupe, French West Indies, under date of April 27. That is, the green beans, which began coming to market in December, 1919, and were sold through February, 1920, have all been cured and nearly all have been shipped. The exports from Guadeloupe to the United States consist almost entirely of prepared vanilla, and practically all of this year's prepared product was sent to the American market. From January 1, 1920, to date, 33,055 pounds of prepared vanilla was invoiced at the Guadeloupe consulate for shipment to the United States. It is estimated by dealers that the entire crop amounts to 35,000 pounds, and it is said that the remaining 2,000 pounds will also be shipped to America. The following figures, those for 1920 being estimated, show the exports to the United States for the last three years as declared at the consulate: 1918, 74,646 pounds, \$133,002; 1919, 37,447 pounds, \$82,284; 1920, 35,000 pounds, \$43,500.

In connection with the values given above for the year

1920, the vanilla was undoubtedly declared at less than its real value in order to obtain lower freight rates, these rates being on a 2 per cent *ad valorem* basis, and collected on the basis of American currency.

It will be noted that the present crop was not quite equal to that of last year's, and less than half of the 1918 crop. Various reasons are given for its small size. It is said that a great many beans fell off the vines before reaching maturity, thought to be due to attacks of small insects that have been discovered in many vines. The growers are interesting themselves in combating this pest. It is also said that weather conditions were not very favorable, in that the dry spell last year did not come at an auspicious time, and was too short. Complaint was also made that there was a shortage of reliable labor.

The larger shippers of vanilla have facilities for curing the beans, and perhaps the larger amount is cured by them, but they also buy beans already prepared from both large and small growers. The latter furnish a considerable quantity of prepared beans, as it is a common custom to cure them in the home. Some of the larger growers attend themselves to the export of their product. During the present year there was considerable speculation, and many resales of vanilla. The cured vanilla was sold locally at various prices, a good deal of the product at 40 francs the kilo. Toward the end of the season, when the franc was much lower, there were many transactions reported at 60 francs a kilo.

Several American houses, importers of vanilla, are interested in the Guadeloupe market, and one of the largest established a branch at Basse-Terre, at the beginning of 1920. Other houses have their connections established with local shippers of the product.

Although it is early to make estimates regarding the new crop, it is said that a prolonged dry spell at this season of the year is beneficial to vines planted, which has been the case this year.

There were 1,282 pounds of vanillon shipped to the United States this year, as compared with 197 pounds in 1919, and 7,484 pounds in 1918.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

Capsicum in Ginger Ale

Inspectors of the Bureau of Chemistry are keeping a sharp watch on shipments of ginger ale coming within the jurisdiction of the Federal Pure Food and Drug Act to see that bottles are labeled in accordance with the provisions of the law as outlined in Food Inspection Decision 177. This decision provides that if capsicum, an extract from red pepper, is present in ginger ale, that fact must be stated on the label.

No Alcohol in Fruit Syrups in Idaho.

Fruit syrups for beverage use, if made with flavoring extracts containing alcohol, are forbidden in Idaho, under a ruling by Roy L. Black, Attorney General of the State.

The question asked was whether it would be possible to sell in Idaho syrups made with extracts which, when completed, contain $\frac{1}{2}$ of 1 per cent of alcohol. The Attorney General replied that no beverage containing alcohol is permissible under present State laws.

Insecticide and Disinfectant M. A.

The Insecticide and Disinfectant Manufacturers' Association calls attention to the change in date of the mid-summer meeting to July 15 and 16. The headquarters will be at the Hotel Brunswick, Boylston street and Copley Square, Boston, Mass. The opening assembly will be at the hotel Thursday, July 15, at 10 a. m., and following a reception to the members, business will be taken up.

MANUFACTURE OF EMULSION FLAVORS¹

By Melvin DeGroot²

A flavoring extract is a solution of the odorous and sapid principles, derived from the proper plant, in ethyl alcohol of a suitable strength. The aromatic principles which are responsible for the flavoring value, have widely different chemical and physical properties. They may be volatile oils, as in the case of lemon and orange. Cayenne pepper and paprika contain non-volatile or fixed oils. Vanilla beans are chiefly valuable for their resins. Vanillin and coumarin are crystalline solids that are employed to a large extent in the flavoring industry. Likewise, the flavoring substances obtained from certain plants may be a combination of two or more of the above-mentioned classes.

The various principles or flavoring substances are almost uniformly insoluble in water, and soluble in ethyl alcohol. The solubility in ethyl alcohol naturally varies with the particular oil or resin, the concentration, temperature, etc. It has usually been accepted that the value of a flavoring extract depends upon the aromatic constituent and not particularly upon the solvent or vehicle employed. Obviously, as the price of ethyl alcohol increased, industrialists have turned to use of substitutes. In fact, the possible abuse of non-beverage alcohol and the ever-increasing amount of legislation governing its use under State and Federal prohibition have been equally important factors. The efforts of the majority of investigators have been directed toward a substitute that would satisfactorily replace ethyl alcohol, and in particular be as convenient to use in actual manufacture. There are various substances that will act satisfactorily as solvents but are objectionable from a bromatological standpoint. It is interesting to note in passing that, to date, glycerine is the only substance that has been used to any considerable extent in addition to ethyl alcohol as a solvent or vehicle in flavoring extracts. However, non-alcoholic flavors have appeared on the market in forms other than the ordinary thin fluids.³

Among these various forms of flavors, the emulsion type has proven the most satisfactory and possibly the one with the greatest future. An emulsion by definition consists of an apparently homogeneous mixture of two immiscible liquids,—the one liquid being suspended in very fine droplets throughout the other. In other words, the very fact that the various aromatic constituents of extracts are insoluble in water, becomes the fundamental principle which is responsible for the emulsion form of flavors. Furthermore, it should be remembered, that these flavoring constituents, in this form, are just as valuable, as far as flavoring distribution is concerned, as the alcoholic extracts.⁴ Emulsion flavors have competed with alcoholic extracts in practically every field in which the latter have been used. Although these products are the result of an effort to find a substitute for alcoholic extracts, it will be shown

that they possess certain characteristic properties that make them even more valuable in some respects than alcoholic extracts. The fact that these emulsions are finding a ready sale, in competition with alcoholic extracts, is indeed evidence of their inherent merit. At this writing, it may be fairly stated that the better grades of emulsions have passed the stage of actual survival and are about to enter a field of intensive development. This development will be fostered by the present trend in commercial demand, and by results of chemical research and exhaustive inquiries by the various factors that are interested.

Emulsion flavors are sold in considerable quantities to the household trade. They are usually packed in collapsible tubes or in small wide-mouth bottles, the size of the container usually varying from one to two ounces. As in the case of alcoholic extracts, the demand centers largely in vanilla, lemon, orange and almond. The vanilla tube flavor brings up the point that some tube flavors are not emulsions. In this article the expression vanilla flavor will be used to include vanilla imitations and compounds. The idea of a heavy viscosity is closely linked with emulsion flavors in the minds of many people. A product can be prepared by dissolving vanillin and coumarin in glycerine. Such a product is sometimes sold as an emulsion flavor. It is not actually an emulsion because the vanillin and coumarin are just as truly in solution in the glycerine as they would be in alcohol. In other words, generally speaking, emulsion flavors are thick and viscous, but simply because a flavor is viscous is no proof that it is actually an emulsion. Many tube flavors for culinary use in the home have been sold of such a strength that a certain number of drops thereof were used to replace a teaspoonful of extract. This has been objectionable, and unquestionably hindered the introduction of such products into wider use in the household.

The baking, ice cream, and confectionery industries have been large users of the emulsion flavors from their very inception. In fact, some of the larger firms in these fields prepare their own emulsion flavors. The baking trade is a large user of vanilla, orange, lemon, and almond. In the case of lemon and orange, the amount of alcoholic extract sold in comparison with the emulsion flavors is indeed very small. The explanation of this condition is evident when it is remembered that a pound of lemon emulsion may contain as much oil of lemon as a gallon of ordinary extract, yet the cost of the emulsion body may have been less than ten cents as compared to \$4.50 for the alcohol in the lemon extract. Such a saving is shared with the consumer. The ice cream makers have found various emulsions particularly satisfactory. Indeed, it is worthy of note that the same emulsion that is so valuable even at the higher temperatures of the baker's oven, should prove just as pleasing in the frozen dainties of the ice cream manufacturer. The confectioner uses the various flavors mentioned above, and, in addition, some others, as peppermint, spearmint, limes, cinnamon, and wintergreen. The true fruit flavors, such as blackberry, raspberry, peach, strawberry, etc., are rarely furnished in emulsion form. In fact, these particular essences are so readily susceptible to deterioration that ethyl alcohol, or possibly

¹This is the second of a series of articles dealing with the results of investigations conducted at The Mellon Institute of Industrial Research, University of Pittsburgh, Pittsburgh, Pa. For the purpose of this inquiry, see *American Perfumer*, 14, 10, 337. The first article included a general discussion of non-alcoholic flavors (see *American Perfumer*, 15, 2, 55).

²Industrial Fellow of the Mellon Institute of Industrial Research of the University of Pittsburgh.

³See *American Perfumer*, 15, 2, 55.

⁴See *American Perfumer*, 15, 3, 91.

glycerine, seems to be the only satisfactory carrier. In the case of the imitations prepared from the various organic esters, the emulsion forms of the flavors are entirely satisfactory for the confectioner. This is rather to be expected when it is considered that, in most cases, the esters are just as insoluble as the essential oils, and from their physical nature should be adaptable to the same treatment. The chewing gum industry is an allied field in which the emulsion flavors are largely employed. Manufacturers are finding that better results are obtainable by emulsifying their flavors before addition to the chicle mass, than by adding directly.

The products referred to above are all purchased largely for their taste or flavor. They are not purchased so much for their food values as in the case of staple groceries. It may be said without exaggeration that, if foods or sweetmeats were prepared without any flavor,—that is, without either an alcoholic or emulsion flavor,—the demand would almost entirely disappear. The flavor is indispensable. The enormous size of these various industries is apparent to even the most casual observer. However, under present conditions of extreme shortage of sugar, such industries are the ones to suffer the most.

The manufacture of various beverages offers another outlet for emulsions. Ginger ales and orange drinks may be taken for examples. Ginger ales were formerly prepared almost entirely from alcoholic extracts of ginger and capsicum. Today the use of ginger ale paste is increasing rapidly. The chief objection to an emulsion is the turbidity that may result. However, in the case of orange beverages this is desirable, for it simulates the natural turbidity of the orange juice. Since the thirst-quenching liquids on the market contain less than one-half of one per cent of ethyl alcohol, it is obvious that the clarity in each particular case depends on the solubility in water, or at least a suspension. It is quite probable that, if the proper aromatic constituents are emulsified in a suitable manner, the use of such flavors will become more popular. Emulsion flavors find their way into both bottled and fountain goods, as well as a variety of so-called still drinks. These still drinks, or non-carbonated beverages, include flavored ciders and imitation ciders. The beverages that are made to imitate the taste of alcoholic liquors may be considered as another example. The sale of emulsions of the citrus fruits, together with small tubes of tartaric or citric acid for preparing drinks in the home, is meeting with popular approval.

The fact that the emulsion type of flavor has entered into competition with the alcoholic extract in nearly every industry to which the latter caters, would seem to indicate that it has certain advantages or properties that commend it to the manufacturer and consumer. The original incentive for the development of an emulsion flavor was to avoid the use of ethyl alcohol. This becomes more significant when it is considered that the price of alcohol at that time was about \$2.50, as compared with the present price of \$5.50. A study of the present sugar and grain market does not indicate that the present price is the maximum. In fact, even the most optimistic people in the industry cannot find any foundation on which to base a hope for lower prices in the near future. Moreover, even at a fixed price, there have been times during the last three months that large makers of extracts have been without alcohol. The advantage of an emulsion body, costing about one-

fourth as much as alcohol, or even less—especially when such an emulsion body is always available—is so obvious that it does not require further comment.

The use of non-beverage alcohol is safe-guarded by a large number of rules and regulations. It is evident that, in the future, the red tape entailed in its use may be increased. In fact, it would not be surprising to find various states enacting statutes governing the sale of alcoholic extracts within their confines. Indeed, such laws exist in some states at the present time.³ This has resulted in suspicion being cast on certain preparations by unscrupulous people. At the present time this influence is comparatively slight, but it certainly does indicate that the future of alcohol in the extract industry is not absolutely established. It is quite possible that many factors in the wholesale trade will be glad to be able to supply their customers with a non-alcoholic product, which is subject neither to undesirable legislation nor to unwarranted suspicion.

Emulsion flavors offer several distinct advantages to the manufacturer. After a certain standard formula has been adopted, the method of manufacture is relatively simple. Each formula is elastic to a certain degree, and the exact percentage of the aromatic constituent can be varied to suit the specific needs of each case.

In the course of manufacture, there is no loss of alcohol. The flavor is usually packed in small collapsible tubes or heavy wall glass bottles. There is practically no breakage in this class of bottles as compared to ordinary panel bottles. The labor of filling and packing is lower than in the instance of alcoholic extracts, when the final value to the consumer is taken as the basis of appraisal.

The use of emulsion flavors finds various advantages in their employment as compared to alcoholic flavors; they are not susceptible to use as beverages; the flavors will not evaporate; and such flavors cannot increase the alcoholic content of soft drinks. But the economy of emulsions, as previously stated, is of prime importance. Many bakers have maintained that oil of lemon added to a dough mass as an alcoholic extract is much more liable to loss by volatilization than when added as an emulsion, but this point has not as yet been subjected to exhaustive research.

Before turning to the more technical phases of these products, it may be well to summarize the foregoing statements. In retrospect,—not only of this article but also of the various discussions and comments in the various scientific and trade journals and in the association reports—one must conclude that the inherent merit of emulsion flavors indicates an increased use in the future. State and Federal legislation may tend to promote the use of these flavors. Men connected with the sale and commercial distribution of extracts have expressed themselves as being in harmony with this view, and it may be considered as a fair index of the attitude of most manufacturers.

The formulas employed in the past are largely inherited from pharmaceutical practice, since emulsions are employed extensively in pharmacy. Emulsions of cod liver oil, castor oil or petrolatum are well known for their medicinal properties. The literature contains a wealth of formulas and elaborate methods of production. Such formulas are usually based on small amounts of materials, and indicate the use of laboratory apparatus for the mixing. Naturally, such small capacity is of no value for

³It may not be amiss to note that even a municipality has the right to regulate the sale of extracts within its limits. Ponca City, Oklahoma, has adopted a stringent ordinance of this nature.

commercial work. At times, the precautions and hints given in these various formulas seem foolish and valueless. Generally they will be found to represent years of experience, and are based usually on certain fundamental truths, even though the reasons given may be absurd.

The following excerpt is taken from the "National Formulary"⁶ as a general summary of pharmaceutical experience: "The successful formation of emulsions, whether of fixed or volatile oils, is most satisfactorily and expeditiously accomplished with acacia as the emulsifying agent. When acacia is used as the emulsifying agent, it is essential that the oil, the acacia and the water shall primarily be in definite proportions to each other. This proportion is four (4) parts of oil, one (1) part of acacia, and two (2) parts of water. (Liquids by measure, solids by weight.) The oil (4) and the acacia (1) in fine powder are well mixed by trituration in a perfectly dry mortar; the water (2) is then added in one portion, and the whole triturated briskly until a thick, creamy emulsion is produced; the sides of the mortar should be carefully scraped, and the mixture again thoroughly triturated so as to insure complete emulsification of the oil. During warm weather, the cooling of the oil and water will greatly facilitate emulsification. Alcoholic liquids are added last, and must be mixed previously with a portion of the water. Emulsions under ordinary conditions are prone to deteriorate on standing, and it is recommended that they be recently prepared when wanted."

The "Era Formulary" presents an accumulation of contributions to trade journals and other formulas. The following is taken from the pages devoted to emulsions:⁷ "To one part of powdered acacia in a dry mortar add 2 parts of oil, mix, then add 1½ parts of water all at once, then, with a dozen whirls of the pestle, the union is complete, as indicated by the crackling noise and change of color; then dilute with care, *ad lib.* With oils like cod liver oil, castor, etc., and balsams, one-half the quantity of acacia, or less, will answer, but if you change the quantity of acacia, you must observe the exact proportion of water, as given above, that is to be added in the first instance, *i. e.*, one-half of the combined quantities of acacia and oil."

CASEIN AS AN EMULSIFYING AGENT.

"Separate the casein from milk by first adding water of ammonia—about two ounces to the gallon—to saponify the fatty matter; after standing at rest twenty-four hours the milk is skimmed, and the casein precipitated by addition of acetic acid. The curd is collected and pressed strongly, and sodium bicarbonate, 150 grains for each gallon of milk, is added, together with sugar, about three pounds for each gallon, and the whole thoroughly mixed and completely desiccated.

"This saccharated casein may be substituted for acacia in the preparation of emulsions either of fixed oils, balsams, oleo-resins, or even volatile oils—the manipulations being the same as those ordinarily pursued. For balsams, oleo-resins and volatile oils, it is sufficient to add alcohol enough to produce a solution, and shake this in a bottle with an equal volume of a 30 per cent. aqueous solution of the saccharated casein, afterwards adding the remainder of the water, little by little. The emulsions

are said to be remarkably permanent and to be palatable and acceptable to the stomach."

The following particulars are taken from the "Scientific American Cyclopedia of Formulas":⁸ "The vegetable gums, acacia and tragacanth have been the longest in use, and the first mentioned of these has probably answered the purpose of a reliable, convenient, and at least innocuous emulsifying, agent better than the majority of latter-day substitutes."

"The late Prof. Wm. Proctor announced the proportion to be used of gum acacia to produce a perfect temporary⁹ emulsion. His directions were as follows:—'Mix intimately, in a perfectly dry mortar, the oil with one-half its weight of powdered acacia; to this add at once one-half as much water as the combined weight of oil and gum, and triturate briskly until the mixture has assumed the color and consistency of a thick cream, which produces a crackling noise when the pestle is moved rapidly around the sides of the mortar.' This is the emulsion proper, and to this can be added any amount more of water or other desirable vehicle or medicament to bring the finished preparation up to the quantity prescribed."

Such examples as have been quoted illustrate the point clearly that the majority of formulas available are of an empirical nature—based entirely on experience, without any attempt to explain what actually takes place when the emulsion is formed—but may be approximately the same proportions that would be reached after a detailed scientific investigation. If, for a moment, one contemplates the marvelous advances that have been made in the various fields of technology, one becomes impressed with the fact that the successful and flourishing industries have taken advantage of every opportunity that chemical research has offered. It is true that, in some isolated cases, the advent of a research department, and its subsequent exhaustive investigation, has not changed the process employed nor the quality of the output, but it has shown intelligently why that particular method of manufacture is the best, and why the product is the best. Beyond question, such inquiries always suggest further researches which are eventually fruitful in improved products and economy of manufacture. It is obvious that an intelligent conception and manufacture of emulsions cannot be based on various arbitrary or empirical formulas, but that it is dependent on the fundamental principles of physical chemistry, and more particularly that field known as colloid chemistry. Colloid chemistry is fertile with potential possibilities, not only in the way of strictly academic problems, but also in commercial researches and technical applications.

Colloid chemistry is the foundation of many of the most important industries. Among others, one may include the manufacture of some brick and tile, inks, paints, carbon black, some dyes, celluloid products, artificial fibres, various products such as "Redmanol" and "Bakelite," gelatines, glues, sodium silicate, soaps, tars, asphaltum, some colored glasses, cold creams, and other cosmetics; edible products as cheese, butter, etc., photographic plates, moving picture films, opalescent glass, opaque enamelware, some alloys, and lubricating grease and compounds, and a host of other industries.

⁶See 1913 ed., 1635

⁹Note that this formula is similar to the second one, but states specifically that it forms a "temporary emulsion."

(To be Continued)

⁷See the "National Formulary," 4th ed., 42.

⁸The Era Formulary," 44.



Eugene Muller, managing director of Benard & Honorat, successors to J. Mero & Boyveau, Grasse, France, arrived in New York June 12 on the *Patria*. Mr.



E. MULLER

Muller has made several visits to the United States, but his present one is made very brief by the effects of a severe wound that he sustained in the heavy fighting at Reichackerkopf in Alsace during the great war. Mr. Muller, although exempt from military duty on account of eye weakness, volunteered at the outset of the war and was accepted for service in the famous Twenty-third Alpine Chasseurs headquarters in Grasse. He saw

heavy fighting at Dixmude, Carency, and when he was wounded he was incapacitated for further service. For bravery in action he received a Medaille Militaire and Croix de Guerre. He will return to France on the *Providence*, July 1.

Mr. Muller reports that the plant of his company is being doubled in capacity, much new equipment being added. He has confirmed recent reports that we have received concerning the flower crops and reports that, owing to labor conditions and pool operations among flower growers, the prices of flowers have been advanced to abnormal heights. The rose crop, while normal, has been sold at 8.40 francs as compared with the pre-war price of 75 centimes per kilo. The orange flower crop was largely bought by Paris perfumers and the available remainder was sold at 9 francs per kilo, against a price of 2.75 last year. The jasmine crop promises to be good, but the price will probably be very high.

Labor conditions are very difficult and wages are high. A recent strike in Grasse and vicinity was settled by paying the workers 12.50 francs per day, with 9 francs for the women. Pre-war prices were 2.50 and 1.50 francs, respectively.

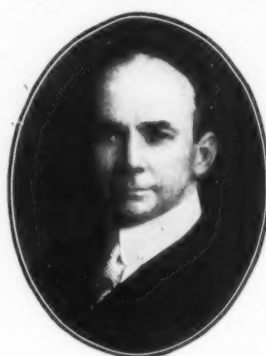
American perfumers can well understand from these particulars that all flower products are likely to continue at high levels, especially in the face of the heavy demand from manufacturing perfumers throughout the world.

Dr. F. S. Mortimer, secretary of the Iowa Section of the American Chemical Society, has accepted a position on the staff of the National Aniline & Chemical Co., Buffalo, N. Y.

Mr. Joe Barry, the very genial Eastern representative of Allen Wrisley & Co., Chicago soapmakers, dropped in on us to find out if we believed in luck.

Mr. Frank Wheaton of T. C. Wheaton Co., Millville, N. J., is coming around into good shape after a recent operation at the Howard Hospital, Philadelphia. His many friends in the trade will be glad to learn of his progress, and will join in wishing him a speedy recovery to his full health.

An important special meeting of the stockholders of the Talcum Puff Co., Inc., of Brooklyn, N. Y., and Asheville,



P. E. PAGE

North Carolina, was held in Asheville on May 20. A resolution passed by the board of directors recommending that the authorized capital stock of the company be increased from \$250,000 to \$1,000,000 was approved. Of the additional stock stockholders at the meeting at once subscribed for \$300,000 worth, which then was offered for that purpose. The old officers were re-elected as follows: President, Dr. S. Westray Battle; Vice President and

Treasurer, M. V. Moore; General Manager, P. E. Page; Secretary, C. S. Humphrey; Assistant Secretary, G. P. Wilson.

Interesting reports were made to the stockholders regarding the phenomenal growth of the Talcum Puff Co. and General Manager Page, who is first vice president of the Manufacturing Perfumers' Association of the United States, was the recipient of hearty congratulations when it developed that the sales of the company's products had increased 150 per cent. in the first four months of 1920.

Mr. C. A. Hanley, manager of Dabrooks Perfume Co., Detroit, Mich., was a recent visitor to New York, calling on business friends. The business of the company has had a remarkable increase and the prospects are even more encouraging.

Price Flavoring Extract Co., Chicago, has decided to enlarge its laboratory and will extend its line of research work. With that object in view the company has engaged Mr. A. F. Wussow, who has specialized in biological chemistry, food and nutrition, to take charge of the department. Mr. Wussow at one time was an analyst for the Referee Board of the Department of Agriculture.

Mr. John F. Queeny, president of the Monsanto Chemical Works, St. Louis, recently home from England, says that there is a revulsion in Great Britain against free trade and that the British chemical interests insist on one of two alternatives: tariff protection or systematic and comprehensive restriction of imports.

Merck & Co., wholesale druggists, New York, have sued the Alien Property Custodian to recover \$538,128 seized as belonging to E. Merck, as an alleged alien enemy.

Dr. Charles L. Parsons, secretary of the American Chemical Society, sailed recently for Europe. Dr. Parsons will visit several of the important chemical centers of the continent and will attend the International Union of Pure and Applied Chemistry in Rome.

Mr. Richard A. Hudnut, of New York, and Mrs. Winifred K. de Wolfe, were married June 1 in the marriage chapel in the Manhattan Municipal Building by Deputy City Clerk Cruise immediately after they obtained a marriage license.



RICHARD A. HUDNUT.

Mr. Hudnut's first wife, who was a daughter of Mr. Horace Beals and a grandniece of Hannibal Hamlin, Vice-President of the United States, died a few years ago.

Mr. Hudnut's hosts of friends in the perfumery and toilet-goods industries will join in wishing all happiness to the couple.

Mr. Hudnut was associated with his father, Alexander Hudnut, at his pharmacy in the old New York Herald building, at Ann street and Broadway, until the elder Hudnut retired from business in 1889. The younger Hudnut began the study of perfumery and its manufacture at the Herald pharmacy, and after extensive travel and investigation of manufacturing methods abroad he opened the R. Hudnut Pharmacy at 925 Broadway, and factory in West Eighteenth street, where he manufactures perfumery.

Mr. and Mrs. H. G. Millar, who are engaged in the perfumery and toilet preparations industry in San Francisco, as the Adele Millar Co., and are on a two months' trip through the country visiting dealers and buying new equipment for their laboratory, were recent sojourners in New York City. They now occupy a six-story building at 345-7 Stockton street and employ forty persons. They expect soon to erect a new building in Second street for the purpose of doubling the capacity of their plant. They have a large store, which Mrs. Millar supervises.

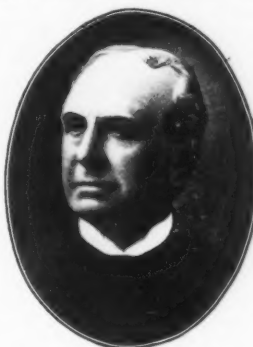
Mr. James Street, formerly manager of the chemical and export departments of Rockhill & Vietor, 22 Cliff street, New York City, is to manage the Kobe, Japan, office of that firm. He left New York a few months ago, traveling to Japan via Vancouver. Mr. Marion Spieden

took charge of the chemical department on June 1. Among his assistants is Winfield S. Norris. Mr. Louis Gero is manager of the import department, and Mr. R. J. Makowski, export manager.

A new advertiser in the toilet-soap line is Graham Bros. & Co., of Chicago. Vanderhoof & Co., Chicago advertising agency, is preparing an opening campaign for a rather extensive list of soaps and other toilet preparations. The advertising will start in the Chicago newspapers with the probability of being extended later.

Mr. H. K. Clover, president of the Clover Products Co., of 76 Liberty street, New York, and Los Angeles, Cal., was in New York City recently on a business visit. Mr. Clover has had an experience of four years in the raw material industry in France and Switzerland.

Mr. Ferdinand T. Hopkins, Sr., of the New York firm of Ferd. T. Hopkins & Son, toilet preparations, died at his home on Croton road, near Katonah, Westchester County, New York, on June 15, in his 87th year. Mr. Hopkins was a descendant of families that were prominent in the days of the Revolution and began his business career in this city when very young. As a manufacturer of toilet preparations he won pronounced success and among his other trade activities was the holding of a membership in the New York Stock Exchange.



THE LATE F. T. HOPKINS, SR.

He was an ideal employer, and was a Christian who practiced fully the tenets of his faith, being an implicit believer in the Bible and in carrying out its beneficent precepts. He made numerous gifts of liberal size to various religious enterprises and was honorary president of the American Sunday School Association, besides being prominent in other similar organizations. His influence in trade and civic affairs was always for the general good and his loss will be keenly regretted. He is survived by his wife, a son, Mr. Ferd. T. Hopkins, Jr., and a daughter, Mrs. W. A. C. Ewen. The interment on June 18 was in Raymond Hill Cemetery, Carmel, N. Y.

Mr. W. A. McDermid, for the last six years sales and advertising manager of The Mennen Co., Newark, N. J., has resigned his position, effective on June 1, with the expectation of taking a vacation and making a trip to Europe. On his return he will have an announcement to make regarding his future activities in the drug specialty line, probably with headquarters in New York City.

Charles F. Garrigues Co., dealers in supplies for industrial plants, have issued an interesting market report for April on glycerine, giving the Government statistics of foreign trade in this commodity, together with comparative figures and the condition of the trade generally. Copies of it can be obtained by those interested on sending to the company at 54 Wall street, New York City.

Oakley & Co., manufacturing perfumers, of this city, owing to their increased domestic and foreign business, have been compelled to enlarge their manufacturing facilities and are now domiciled in their new building, 160-168 John street, Brooklyn, N. Y., where the firm occupies quarters twice as large as previously.

A plant to cover about thirty acres and to employ 500 hands at the beginning and subsequently 1,000, has been planned for the San Francisco Bay district as the outcome of a survey of Pacific Coast territory by representatives of Procter & Gamble, soap manufacturers, of Cincinnati. According to the industrial department of the San Francisco Chamber of Commerce, representatives of the company announce that they have taken an option on the bay site. The exact location was not made public.

The firm of H. W. Hazelton & Co., New York, has been reorganized and will do business as importers and exporters of vegetable oils, chemicals and various Oriental products. The president is H. W. Hazelton. F. G. Johnson, who represented in China the interests of Willits & Patterson is vice president. C. Melnitz, lately manager of the oil department of Boissevain & Co., is also vice president and D. R. Horgan will be associated with the company.

Joseph H. Hakim, manager of the Elysee Olive Oil Co., a subsidiary of Rockhill & Vietor, New York city, has cabled home that he will remain abroad until about December. His itinerary included Turkey, Egypt, France and Spain. Mr. Emanuel H. Jacobson has charge here in the absence of Mr. Hakim.

The New Orleans *Item* prints an interesting interview with Mr. Henry E. Chambers, treasurer and advertising manager of La Valliere Co., of that city, telling how his firm has built up an export trade and created a foreign demand for New Orleans perfumes. Cuba is a good customer, shipments are made to Shanghai, Nicaragua, Haiti and scores of other countries have been persuaded that La Valliere excels in Made in America perfumes and toilet requisites. Mr. Chambers said in part when asked how he accounted for his success:

"Primarily to the care we take in following implicitly the wishes and instruction of our foreign customers as to manner of packing and shipping their orders; also, to exercising every possible precaution to get a customer's goods to him in the best possible condition, no matter in what part of the world he may live.

"For instance, a merchant in an interior valley-town of Colombia may write us that he wants his goods packed in boxes not to exceed a certain given weight; they are to be wrapped in oil cloth or other water proof wrapping; that the wood of the boxes must be of such and such thickness, free of knots, and that the boxes are all to be enclosed in burlap with sealed ends. Do we say, 'That's all nonsense. We'll pack them up our way,—the way it is done in this country!' We do not. The Senor will have all these little details attended to for him.

"Our Chinese customers, of whom we have quite a number, request that we put up certain of our preparations in blue glass instead of clear glass, and with a special label with a chop or distinguishing mark on it for the

benefit of those who cannot read the label's wording. We oblige them although it is extra trouble and expense to do so."

The La Valliere Co. manufactures forty-two varieties of perfumes including standard flower odors as well as certain odor combinations originating in its own laboratories. The list of products includes every toilet requisite for the care and well being of skin, teeth, hair and complexion as well as for the shaving stand, bath room and boudoir dressing table. The officers are: Chas. B. Dicks, president; John G. O'Kelley, vice-president; Bernard Titcher, secretary; Henry E. Chambers, treasurer.

Mr. Joseph Velsor, president of Peek & Velsor, crude drug merchants, New York city, returned from a Western trip on June 9. Mr. Velsor had been to Chicago on business connected with his firm.

Reports from Seattle state that the Federal court in that city has appointed a receiver in equity for the business of Rogers Brown & Co. The receiver is C. S. Willis, a hardware merchant of that city. Liabilities of the firm are given as aggregating around \$3,500,000, the assets not being stated. The principal office of the company is in Seattle, and there are branches in all of the principal trading centers of the United States, as well as in the Orient. The New York office is in charge of F. W. Young, and it is continuing open for business. It was stated that the San Francisco office was closed, but the Chicago office, in charge of Carl H. Smith, continues opened.

The company was organized by Rogers Brown more than a year ago and is incorporated under the laws of the State of Washington with a capitalization of \$1,500,000.

Mr. and Mrs. Walter J. Lehman, of Philadelphia, announce the arrival at St. Agnes Hospital of Miss Jean Rebecca Lehman, weight seven pounds. Mr. Lehman, who is superintendent of the David Berg Industrial Alcohol Company's plant in Philadelphia, has been the recipient of numerous congratulations upon the happy event.

Mr. R. V. McLarty, president of R. V. McLarty, Ltd., perfumers and chemists, Toronto, Canada, was a recent visitor to the editor. Mr. and Mrs. McLarty are on a tour of the country and are accompanied by their infant son, who is only ten weeks old, but seems to enjoy the trip just as well as his parents. Mr. McLarty reports business good in Ontario, so good in fact that McLarty, Ltd., has been forced to buy a new building to accommodate the increasing demand for its products.

V. Vivaudou, Inc., New York, has declared a quarterly dividend of 50 cents on the common stock, payable on July 1 to stockholders of record June 15.

The total value of the estate of John T. Milliken, manufacturing chemist, who died January 31, 1919, was \$12,388,983.87, according to a first settlement statement filed April 20, in the Probate Court in St. Louis, by the executors of the estate. An inventory filed in the same court a short time after Mr. Milliken's death gave the par value of the estate as \$7,155,319.25. The estimate of value now filed takes into account the actual market value of stocks and bonds which were listed only at their par value in the first inventory.

American Aniline Products, Inc., New York and Chicago, announces the excellent connection made by its Special Products Department with Sociedad Anónima Florfe, of Jaen, Spain, producers, distillers and shippers of Spanish essential oils. Sociedad Anónima Florfe is a progressive native Spanish concern, established in Jaen, in the Andalusian district. We are advised that the firm has just completed a new modern plant, consisting of five light, commodious buildings of one and two-story construction, which will permit of a large increase in production. In addition to this extensive new plant the firm leases land in the mountains of Southern Spain for the cultivation of flowers and now has 120 stills operating throughout the flower producing country.

Sociedad Anónima Florfe is well known to American essential oil importers and the American Aniline Products, Inc., through this connection is placed in a most favorable position to offer Spanish oils direct from the producers, for whom it is the exclusive representative in America.

Argument was heard May 24 by Judge Rellstab in the United States district court at Trenton, N. J., upon an indictment charging Colgate & Co. with violation of the Sherman anti-trust law. The indictment contains fifty-six counts based upon Section 1 of the Sherman act, and charging in effect that Colgate & Co. violated the law by fixing resale prices for Colgate products. The company was represented by Albert C. Wall and Mason Trowbridge, and the government by Henry S. Mitchell, assistant to the attorney general of the United States. On May 25 Judge Rellstab sustained the indictment. Attention is called to Colgate & Co.'s announcement on advertising page 52.

Mr. Wall contended the indictment does not charge a crime, since there is no allegation that the resale prices fixed by Colgate & Co. were excessive or in any way unreasonable. On the contrary he charges in the absence of such allegation, Colgate & Co. are entitled to the benefit of the presumption that suggested re-sale prices were entirely fair and reasonable. The prices themselves, he said, would demonstrate the truth of this assertion, since they never exceeded a profit of more than ten per cent to wholesalers, and ran as low as five per cent. Mr. Wall pointed out that ten per cent was the margin of profit allowed under the food regulations during the war to these same jobbers and wholesalers.

In further support of the demurrer, Mr. Wall argued that the indictment does not charge that the defendant company effected any contract in restraint of trade, monopolized or attempted to monopolize such trade, controlled raw materials, processes or machinery of production, or the means of transporting such materials or the finished product, produced a dominating or even appreciable percentage of the total production of such articles, acted in company with any of the producers of similar articles, or had any regulations with any one other than its direct customers, separately.

Mr. Wall continued that the indictment failed to show that Colgate & Co. was under any legal or moral obligation to produce or sell, or was under any special duty both to the public as a public service, quasi-public service or monopolistic corporation, or for any other reason. Conversely, he said, the indictment does not show any legal or moral obligation resting upon the dealers to buy and sell Colgate products.

Further, Mr. Wall argued, the indictment does not show

that Colgate & Co. had the ability or attempted to compel dealers to buy and sell its products, had the ability or attempted to suppress competition of producers of similar articles by interfering with or destroying their production or market, or by preventing or obstructing the free purchase and sale of their products. Mr. Wall argued that it was not charged that Colgate & Co. refused to sell or requested any assurance from dealers who, while reselling at the suggesting prices, sold to dealers who did not re-sell at these prices. It is not shown, he said, that the defendant corporation requested assurances and promises from any other immediate vendees, or refused to sell unless the buyer agreed to and did purchase such product exclusively from Colgate & Co., or sold or agreed to sell only to customers selected by Colgate & Co.

Recently the Metropolitan Museum of Art, Fifth Avenue, New York City, exhibited Colgate packages that were designed from art objects in the museum. This acknowledgment of the artistic worth of the containers of these products adds an interesting note to the prestige of the products of this firm. The exhibit contained the new Florient and Cha-Ming talc cans and Chelsea and La



NEW FLORIENT TALC CAN AND BASIS OF ITS JAPANESE DESIGN

France Rose soap boxes, each one being shown alongside the object from which the design was taken by the artist. Above is shown a Florient talc can with a Japanese textile of ancient weave. It was from this textile that the artist took the motif for the design of the box and all containers of the Florient products.

Capital increases: Jacob Bayer Laboratory Co., Manhattan, New York City, \$25,000 to \$100,000; Dodge S. Olcott Co., Manhattan, from \$1,000,000 to \$2,000,000; Atlantic Lithographic & Printing Co., Manhattan, \$100,000 to \$250,000; May Extract Co., Cleveland, O., from \$25,000 to \$100,000.

Fifteen companies with an authorized capital of \$50,000 or greater were organized in May to engage in the manufacture or distribution of chemicals, drugs or dyes, involving a total indicated investment of but \$3,392,500. This aggregate, which compares with \$4,675,000 in April and with \$3,575,000 in May a year ago, is the smallest of any month since January, 1919. The number of companies launched was below the figure for any previous month of 1920, comparing with 22 in April, 27 in March, 16 in February and 47 in January.

Warren E. Burns, vice-president of Compagnie Morana, New York, returned from a three months' trip to France and Switzerland with Mrs. Burns on the *Imperator*, June 13th. Mr. Burns visited the company's principals and reports that the plant of Th. Muhlethaler Co., Ltd., Switzerland, is being considerably increased in scope. C. E. Gschwind, formerly a resident of this country and well experienced and known in fine chemical circles here, has been appointed manager of the American department.

From Bruno Court, France, comes the information that Jean Merle, son of Mme. Vve. Merle, will come to the United States in the fall to study American conditions. At the same time, Roger Pichelin, son of a partner of Robertet & Co., Grasse, will visit the United States; and Christo Christoff, Kazanlik, Bulgaria, otto of rose specialist, will visit this country also.

Mr. Burns has confirmed all the reports that have reached this side regarding flower crops, etc., in Southern France and may soon issue a detailed report of his observations.

Frank R. Steele, with his mother, who is now making his home in Grasse, has entered the factory of Bruno Court, is a nephew of Mr. Burns, and is being trained in the manufacture of natural raw materials.

"A Line Leader in Five Years; How Advertising, Plus Quality, Plus Good Salesmen, Put an Infant Concern to the Forefront," is the title of a two page illustrated article contributed to a recent issue of *Advertising & Selling* by Mr. C. L. Nelson, sales manager for Vivaudou, Inc. Our readers are familiar with the rise of Vivaudou, Inc., but a few facts gleaned from this extremely interesting narrative may serve to offer a guiding star or two to others. In the start advertising was considered one of the essentials, but the first year's appropriation was only \$12,000, much too little it was thought, but all that could be so applied. Still it yielded \$100,000 worth of business. Each year the publicity fund was doubled and the sales increased accordingly, until the year 1920 so far indicates a volume of not less than \$8,000,000. Mr. Nelson expatiates upon two other essentials, the quality of the goods and hiring salesmen who "have the right relations in the field."

One feature of the publicity work has been the distribution of samples and Mr. Nelson considers it theoretically to be the best form of advertising, but practically there is a different opinion and its discontinuance is being considered seriously. Another feature of promotion is that every time the sales volume increases \$100,000 the advertising agents are instructed to advance \$6,000 more in publicity. Still another surprising fact is that despite the great progress made the salesmen number only nine. But they naturally are the pick of the field in the toilet goods industry. Mr. Nelson goes considerably into detail and what he says is not only entertaining, but decidedly instructive.

The Federal Trade Commission has cited the Gonso Chemical Co., St. Joseph, Missouri, manufacturer of disinfectants and germicide, in a formal complaint of unfair competition. Forty days are allowed to file answer. The complaint avers that the company has appropriated to its own use the benefits of a competitor's advertising and good will by simulation of its competitor's trade-name, labels and trade-mark, and that the public has been deceived into

believing that respondent's product was one and the same as its competitor's. The Gonso Co. also is cited to answer averment that false and misleading representations were made as to the value of its product as a disinfectant and germicide.

The National Gum & Mica Co., 59th street and 11th avenue, New York City, has been appointed sole agent in the United States and Canada for Nadal & Desparmet, manufacturers of perfumery synthetics, Nanterre (Seine), France. The house of Nadal & Desparmet was founded in 1900 under his own name by Mr. Elie Nadal, son of a large distiller of oils of lavender, rosemary, thyme, etc. After spending his youth in the country of production, Mr. Nadal went to Paris to deal in the oils. His field rapidly extended and soon included foreign oils and similar products from the colonies. The redistillation and de-terpenation of these products formed a feature of the business. The importance of synthetic perfume materials had been recognized and a special department was organized, becoming an important part of the plant.

The growth of the house necessitated a change in the personnel. In 1913 Mr. Nadal took in as a partner Mr. Edward Desparmet, a chemical engineer from the Chemical School of Lyon and whose various discoveries had made his name familiar in the trade. The firm name then became Nadal & Desparmet, and the existing laboratories were transformed into an important plant, in which a large variety of synthetic materials were manufactured with success. Then the war began. French industries generally contributed in every way possible to the national defence and the house of Nadal & Desparmet did its share, but fortunately was able to continue its own industry in addition. While production kept increasing the firm found that the increasing demand made further expansion necessary.

On October 1, 1919, Nadal & Desparmet became a stock company, this course permitting the utilization of additional capital for the purpose of enlarging the works and providing facilities to meet the growing demand for raw perfume materials. The factory now has five times its former capacity and the sources of supply have been enlarged enormously, enabling the house to satisfy its large clientele in perfume synthetics and in flavor specialties.

Col. William Cooper Procter, of Cincinnati, head of the Procter & Gamble Co., and campaign manager for Major General Leonard Wood, is a candidate for United States Senator to succeed Warren G. Harding, the retiring Senator and the Republican nominee for President. While Col. Procter's campaign contributions were for General Wood it is an odd fact that his liberality helped to defeat General Wood and opened the door of the Senatorship race to him. As the old negro in Lexington, Ky., said once: "Pollytix does made strange things happen."

S. Sternau & Co., Inc., and the Sternau Corporation, have opened their new offices and sales rooms at 9-11 East 37th street, New York. Murray Hill 8373.

Plans are being prepared by the Burbank Development Co., of Burbank, Cal., for a soap factory to be erected at that place at an estimated cost of \$200,000. The plant has been leased to the Carbassimo Co.

Commercial Laboratories, Inc., Newark, N. Y., are now installing new machinery in their plant and are preparing plans for additions that will double the capacity of their establishment. Messrs. P. D. Newton, Secretary, and F. K. Weingard, Manager, recently extended courtesies to the Editor on a brief visit to Newark, and in an early issue we hope to publish a photo of the enlarged plant.

Frederick H. Cone & Co., Inc., 181 Front street, New York, have been appointed American agents for G. F. Marangolo, Messina, Italy, who specializes in oils of lemon, orange, bergamot, mandarin, etc. Stocks of these oils are carried in New York.

We are pleased to introduce to our readers the new corporation of Julian W. Lyon & Co., Inc., 35 Fulton street, New York, who are now established as importers, exporters and dealers of essential oils, synthetics, crude drugs, fine chemicals, food specialties, etc.

The president and guiding spirit of the company is Julian W. Lyon, a young man who has made an enviable record in the perfumery supply industry and allied lines. His first training in the line was with a small perfume manufacturing firm, and about nine years ago he entered the employ of Rockhill & Vietor, New York, in their essential

establish closer relations with foreign houses, and in this effort he was markedly successful. Mr. Lyon has innumerable friends among manufacturing perfumers, soap makers, etc., as well as in the New York market, for he has won a reputation for high character and clean methods; and this is supplemented by an engaging personality.



ROBERT W. SMITH



JULIAN W. LYON

Robert W. Smith, Vice President of the company, has had several years' training, having been for a time with Antoine Chiris Co., New York, and later with a large importing house in Philadelphia. Last July he became associated with Mr. Lyon, and went to Spain, Italy and France, arranging for agencies which the company has announced. Mr. Smith also brings to the firm a personal standing that is very high.

J. Judd Mason, Secretary, has been identified with the import and export industry for a number of years and has also had valuable experience in the manufacture of toilet preparations.

Edwin H. Lyon, father of Julian W. Lyon, is Treasurer of the company and he is valuable for his ripe counsel and experience in finance.

The company owns its headquarters at 35 Fulton street, where American agency headquarters are maintained for Sociedad Anónima Monegal, Barcelona, Spain, who specialize in essential oils of rosemary, thyme and lavender aspic as well as a full line of crude drugs; and Hijos de Luca de Tena, Seville, Spain, who specialize in essential oils of neroli, petitgrain, verbena, rue, orange flower water, etc.

The will of William H. R. Killeen, brother of Edward V. Killeen, vice president of George Luaders & Co., this city, was filed last month in Brooklyn Borough. Our readers are familiar with the patriotism of the Killeens, for one lost his life in the service of his country and others were enthusiastic in their efforts to help America win the war, but only now through official sources does it become known that W. H. R. Killeen invested fully one-third of his fortune of \$398,051 in Liberty Bonds. The will lists many Roman Catholic institutions among the beneficiaries, among them being the St. Vincent de Paul Society of New York, which will receive \$5,000, and the branch of that society in St. Theresa's parish, Brooklyn, which will receive \$1,000. Edward V. Killeen receives the bulk of the estate.



NEW HOME OF JULIAN W. LYON & CO.

oil department. Five years later, in 1916, he established himself as a broker specializing in essential oils and kindred products, and not only did a large business among essential oil houses in New York, but also devoted considerable attention to acting as buying agent for several European houses, as well as doing an important import business. Last year he went abroad in order to

Compagnie Duval are now located at 32 Cliff street, New York, where they occupy a large loft. The new quarters are double the old in floor space, and offer better facilities for manufacturing, storage, shipping, etc.

Messrs. F. W. and Chas. A. Heine are the proprietors of the firm, the former visiting the trade throughout the country, while his brother gives his attention to inside affairs.

Our readers will be interested in the new home of the Davis & Lawrence Co. on the Bronx Boulevard, at 238th street, New York city, near the Woodlawn station of the Harlem Division of the New York Central Railroad, to which the firm has moved, as recently announced in these columns. The new building is an expression in steel and stone of the best ideas which have been evolved through the cumulative experience of half a century for the construction of a plant for the manufacture and sale of medical and chemical products.

The building, which is a four-story steel and concrete structure, faced with Harvard brick, follows the most approved lines of modern factory construction, with large steel sash windows and unobstructed light on all sides, being situated on a large plot facing the boulevard and, from its elevated site, overlooks the Bronx Parkway in the rear. Over 200 feet in length, 50 feet wide, the building is perfectly proportioned to fit the site and to provide for future extensions.

The first floor is devoted to the offices and the broken package stock room; the second floor to filling, labelling and packing the company's numerous preparations, while the entire top floor is given up to the laboratories and manufacturing equipment. In the high, light basement are the great stock rooms and shipping quarters from which the goods of the company go out to all countries of the world.

It is nearly 60 years since the Davis & Lawrence Co. commenced business in Montreal, Canada, as a small branch of Perry Davis & Son, of Providence, R. I. Having conquered the Canadian market, it next established an American house, which afterwards absorbed the Perry Davis business and acquired a world-wide trade, which has since grown with astonishing rapidity. Five times the company has moved since 1895, when it became established in New York city, and always into larger quarters, until the construction of the splendid factory just opened. Its Canadian business also has increased to the point where a large addition to the Montreal factory was recently made necessary.

Nor is the business of the Davis & Lawrence Co. confined to covering the principal sections of Canada and the United States. Its exporting activities are world-wide. In addition to established trade connections with the leading wholesalers in North and South America, Europe, Africa, Asia and Australia, traveling salesmen cover all the chief markets of the world.

The company's friends in the drug trade from all parts of the world, will be most cordially greeted at its new home.

The officers are: President, A. W. Lawrence; Treasurer, John S. Bates; Secretary, D. B. Lawrence; Manager, F. S. Warren.

Mr. F. J. M. Miles, of Park & Tilford, New York, sailed on the New Amsterdam, of the Holland-American line,

on June 1 for a trip to Europe. Mr. Miles planned to visit France, England, Switzerland and Holland in a search for new features for the P. & T. perfumery and toilet goods departments.

Many New York chemical houses were represented at the annual meeting of the Manufacturing Chemists' Association of the United States, held at India House recently. The association went on record as opposing the excess profits tax and indorsed the work of the National Industrial Board in seeking to substitute a sales tax. Officers elected were: Dr. Charles L. Reese of the E. I. du Pont de Nemours & Co., President; H. S. Handy of the Semet-Solvay Co., and Wilbur Miller of the Davison Chemical Co., Vice Presidents; Lindsley Loring, Vice President of the Merrimac Chemical Co., Treasurer, and Arthur H. Weed, Boston, Secretary.

The Federal Trade Commission has cited John Bene & Sons, Inc., Brooklyn, N. Y., engaged in compounding and selling hydrogen peroxide, in a complaint of unfair competition in trade. Forty days' time is allowed the company in which to file its answer.

Through an error on the part of our engraver, the old address of Swindell Brothers' New York office was repeated on a new engraving of the advertisement on page 45 of our May issue. The correct address is 200 Fifth avenue, where Mr. W. E. Swindell makes his headquarters.

Mr. O. A. Brown, president of O. A. Brown & Co., Inc., the New York essential oil house, and who now is in Europe conferring with the houses his firm represents, sends us a card from Paris, in which he says tritely: "Not much change in Paris, except prices are higher."

From Zurich, Switzerland, he writes: "This is such a beautiful city! Dr. Corti and Mr. Sebach (of Chemical Works Flora) ask to be remembered to you. They remember your visit here (in 1911). They could show you a much more interesting factory than when you were here!"

Dr. G. Bosurgi, of W. Sanderson & Sons, Messina, spent a few days in New York early this month. He then sailed for Jamaica, and will visit southern California, returning home, via New York, about August 1.

Mr. and Mrs. B. Elson arrived home June 16 on the *Leopoldina* from a two-months' trip to France.

Mr. Elson, who is head of Elson & Brewer, Inc., New York, visited the company's principals, Societ  Chimique des Usines du Rhone, Lyons, France, and J. and E. Sozio, Grasse. The latter plant is being greatly enlarged and the new equipment will soon be operating.

Mr. Elson arranged for better shipments, which, after August 1, will be handled at the company's new headquarters, 65 Fulton St., New York.

J. Edward Young, of Thurston & Braidich, New York, with Mrs. Young, left recently on a combined trip of business and pleasure to Cuba and Mexico.

Elcaya Co., Inc., 148 Madison avenue, New York city, is building a four-story, 100x100-ft. factory and laboratory at First street and Freeman avenue, Long Island City.

Orr Chemical Co. has changed its name to Sterling Chemical Works, located at 120 Broadway, New York.

New York Merchants' Association has re-elected the following officers for the ensuing year: President, Mr. William Fellowes Morgan, president of the Brooklyn Bridge Freezing and Cold Storage Co.; First Vice-President, Mr. Lewis E. Pierson, chairman of the board of the Irving National Bank; Second Vice-President, Mr. James Gilbert White, president of J. G. White & Co., Inc.; Third Vice-President, Mr. William Hamlin Childs, president of the Barrett Co.; Treasurer, Mr. John H. Love; Secretary, Mr. S. C. Mead.

The association has elected the following members: Pfaltz & Bauer, Inc., Mr. Henry Pfaltz, president, 300 Pearl street—Chemicals, glues, gelatine, essential oils.

Ermold, Edward, Co., Mr. Watson A. Guthrie, secretary and treasurer, 652 Hudson street—Manufacturers of labeling machinery.

Preliminary announcements are being sent out for the Sixth National Exposition of Chemical Industries, which will be held in the Grand Central Palace, New York, in the week of September 20. Our readers are familiar with the success of the previous expositions in this city and in Chicago and will watch expectantly for developments in the program that may be of interest to them.

NEW PRICE LISTS, PUBLICATIONS, ETC.

STAFFORD, ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative.—The May wholesale prices current is at hand, giving quotations on essential oils, various chemicals, synthetics and sundries, powdered drugs, etc., including the Allen specialties for perfumers and soap makers.

DUDGE & OLCOTT Co., 87 Fulton street, New York, send us their revised May 21 price list of essential oils, colors, drugs and chemicals. This firm makes a specialty of De Laire synthetics for perfumes and soaps.

W. J. BUSH & Co., Inc., manufacturing chemists and essential oil distillers, 100 William street, New York, have issued their May wholesale price list covering the wide variety of products which they handle in their special lines of trade. Among the commodities quoted, in addition to essential oils, are food colors, floral waters, olive oil, vanilla, soap compounds, fruit flavors and juices, liquid absolutes, synthetics, chemicals, etc.

LONGMANS, GREEN & Co., New York, send us their May-June price list of new books, new editions, etc., including war, chemistry and engineering.

ANTOINE CHIRIS Co., 18-20 Platt street, New York.—We have received the June price list of essential oils and synthetic aromatic chemicals manufactured by this firm. Quotations are given on terpeneless oils, oleo resins, gums and balsams, vanilla beans, special pharmaceutical chemicals, French olive oil, synthetic perfume chemicals, and floral waters, concrete natural perfumes and sundry other products. Attention is called to Capes-viscose, the self-fixing bottle caps which now are manufactured here.

BUFFALO CAN AND BOTTLE FILLING MACHINE Co., Buffalo, N. Y., send us price list of machines which they manufacture for filling various sorts of containers with liquids and semi-liquids of many kinds.

OLIVE OIL.—We have received an interesting bulletin on

olive oil issued by the Industrial Research Laboratories, 190 North State street, Chicago, Ill.

PROCEEDINGS of the National Wholesale Druggists' Association's forty-fifth annual meeting held at New Orleans, November 3 to 7, 1919.—This book of 599 pages is a complete record of the proceedings of the meeting as prepared by the official reporter, T. E. Crossman, and in addition contains revised membership lists, corrected to March, 1920, together with lists of officers, committee, etc.

PURDUE UNIVERSITY, LaFayette, Ind., sends us its regular bulletin of information concerning its School of Pharmacy, courses in chemistry, food analysis, etc.

STANDARD AUTOMATIC MACHINE Co., Rochester, N. Y., sends us an illustrated catalogue of its devices for bottling liquids and semi-liquids, whether hot or cold.

BOLETIN DEL LABORATORIO MUNICIPAL DE GUAYAQUIL, edited by Dr. C. D. Andrade, is at hand. It contains a number of timely articles and is up-to-date in every way.

"MACHINE FOR TRIMMING CAMPHOR TREES," by G. A. Russell, expert, is an account of the construction of and use of a machine to trim camphor trees at the Government Laboratory for Plant Investigations at Orlando, Florida. It is identified as Department Circular 78, of the United States Department of Agriculture.

MCGILL MFG. Co., Valparaiso, Ind., sends us price list of LOXON lamp guards, for Mazda and other bulbs.

TRADE ASSOCIATIONS and publications in this city are listed in a classified directory issued by the New York State Chamber of Commerce. It is handy for reference.

BULLETIN No. 26, May 22, of the National Wholesale Druggists' Association, gives the text of the Prohibition Commissioner's decision on the tax rate on stolen alcohol. Instructions to retail dealers regarding the affixing of stamps to proprietary articles when sold and various other matters of general trade interest.

FRANK Z. WOODS Co., 180 North Market street, Chicago, sends us its June catalogue of essential oils, drugs, chemicals, etc., together with June calendar.

NEW INCORPORATIONS.

Greasalt Products Corp., Manhattan Borough, New York City, chemicals and soaps, \$50,000 capital stock, has been incorporated by S. G. Hardie, P. V. and T. F. Cassidy, 611 West 156th St.

Gold Medal Cleaner Co., Inc., Buffalo, N. Y., to manufacture specialties, soaps, shoe polish, etc.; \$100,000 capital stock, has been incorporated by J. J. O'Leary and L. H. Eller, Buffalo.

Julian W. Lyon & Co., Manhattan Borough, New York City, essential oils and chemicals, \$100,000 capital stock, has been incorporated by J. W. Lyon, R. W. Smith, J. J. Mason, 35 Fulton St.

Pine-Ola Bottling Corp., Manhattan Borough, New York City, flavoring extracts, \$20,000 capital stock, has been incorporated by J. Steinberg, J. Waldman, J. Feuerman, 150 East 115th St.

Collapsible Metal Containers Corp., Queens Borough, New York City, \$20,000 capital stock, has been incorporated by P. M. Kunkel, G. J. Hoag, B. L. Behrendt, 2436 Putnam Ave., Brooklyn.

Robert Edward White, Inc., Utica, New York, flavoring extracts and toilet preparations, has been incorporated with a capital stock of \$50,000 by R. E. and E. F. and A. M. White, Utica.

Whannis Products Co., Augusta, Me., has been incor-

porated with \$100,000 capital stock to manufacture flavoring extracts, non-alcoholic beverages and similar products.

Miller-Lambert Chemical Co., Columbia, S. C., toilet articles, \$10,000 capital stock, has been incorporated by George F. Miller and Mayhew Lambert.

Carlova, Binghamton, N. Y., to make soaps and extracts, \$100,000 capital stock, has been incorporated by W. H. and E. B. Loveland, E. C. Carter, 420 Riverside Drive, New York.

Likenew Cleaner Co., Manhattan Borough, New York City, to make lustrerite and liquid lustre, \$10,000 capital stock, has been incorporated by H. M. Holder, W. V. Gargan, A. E. Juillerat, 440 Bergen St., Brooklyn.

Premier Products Corp., Manhattan Borough, New York City, to make soap and druggists supplies, \$10,000 capital stock, has been incorporated by A. E. Sheridan, J. H. Zwick, N. Pence, 2,130 Tiebout Ave., Bronx.

Puritan Oil & Soap Co., Boston, Mass., oils and soap, \$25,000 capital stock, has been incorporated by Adolph Bendsley of Arlington, There L. Verlin of Winthrop and Carl Jensen of Boston.

Royal Perfume Co., Cleveland, Ohio, \$25,000 capital stock, has been incorporated by S. M. La Presti, P. Lepri, D. J. Lambardo, T. Sylvester and E. Wheye.

Frank Fold, Inc., Perth Amboy, N. J., manufacture toilet, medicinal and antiseptic preparations, \$100,000 capital stock, has been incorporated in New Jersey.

Black Star Soap Co., 57 Ward St., Newark, N. J., lye, vegetable and other oils, cold cream, etc., \$50,000 capital stock, has been incorporated by Alonzo McMilon, Joseph Dupree and Moses Hulett.

Busy Bee Mfg. Corp., Springfield, Mass., to make polishes and soap, \$25,000 capital stock, has been incorporated by Jemima Fisher, George W. Camp and Annie L., Robert L., and James Benjamin.

Relica Soap Co., with \$300,000 capital stock, has been incorporated in Delaware.

Premier Co., Cleveland, Ohio, \$10,000 capital stock, has been incorporated by E. Brudno, I. A. Greenberg, L. Koonce, N. Fringlass and S. J. Burger.

Kenny Mfg. Co., Boston, Mass., soap manufacture, \$300,000 capital stock, has been incorporated by Oscar W. Haussermann, Cambridge; George C. Cutler, Jr., Brookline, and V. Maude Kempton, Winthrop, Mass.

Max Kaplan Flavoring Corp., Manhattan Borough, New York city, \$20,000 capital stock, has been incorporated by M. and S. and H. Kaplan, 143 Forsyth St.

Glickman Chemical Works, Brooklyn Borough, New York City, perfumes, has been incorporated by C. Renfer, A. E. Glickman, I. W. Millins, 193 Warfield St., Brooklyn.

Dumor Products Co., New Canaan, Conn., to deal in soaps, perfumery, etc., has been chartered with \$50,000 capital stock.

Central Soap Co., St. Paul, Minn., with \$100,000 capital authorization, has been incorporated by J. T. Kenny, president and J. J. Wolfe, vice-president, both of St. Paul, and E. L. Wallace, secretary and treasurer, of Minneapolis.

Baker's Best Hair Tonic Co., Fort Worth, Texas, \$25,000 capital stock, has been incorporated by J. A. Baker, S. D. Shannon, J. S. Greines.

Prall-Huff Co., Fort Worth, Texas, to manufacture flavoring extracts and flavors, \$50,000 capital stock, has been incorporated by C. M. Prall, J. P. Huff and J. H. Watkins.

IN MEMORIAM FOR DEPARTED FRIENDS.

ANDLAUER, JOHN, retired soap manufacturer, Kansas City, Kan., June, 1917.

BABCOCK, ALFRED P., perfumery manufacturer, New York City, June, 1903.

BASSETT, ALBERT G., of Bassett Supply Co., June, 1909.

BELL, AUGUSTUS J., retired soap manufacturer, Toledo, O., June, 1917.

BENJAMIN, JOSEPH, soaps, Cincinnati, June, 1909.

BERGMAN, FRANCIS B., soaps, Indianapolis, June, 1915.

BROWN, DAVID SEYMOUR, founder Brown Soap Co., New York City, June, 1913.

CLARK, LOUIS BRENT, retired secretary of Magic Soap Co., New Orleans, La., June, 1912.

COFFIN, STURGIS, of Ladd & Coffin, New York, June, 1907.

CURLEY, JAMES ALBERT, vice president W. H. Crawford Co., flavoring extract makers, Baltimore, June, 1919.

EAVENSON, ALBERT TAYLOR, J. Eavenson & Sons, Camden, N. J., June, 1910.

FINNIE, JAMES P., founder and general manager Oliver-Finnie Co., extracts, etc., June, 1912.

GEARY, WILLIAM, president of Kirk, Geary & Co., Sacramento, Cal., June, 1913.

HEGENER, R. H., barbers' supplies dealer, Minneapolis, Minn., June, 1916.

HIRSCH, ISAAC, soaps, retired, Brooklyn, June, 1916.

HODGE, JOHN, retired soap manufacturer, Zanesville, O., June, 1917.

ISAKOVICS, ALOIS VON, proprietor of the Synfleur Scientific Laboratories, Monticello, N. Y., June, 1917.

KATZENSTEIN, S., Star Extract Works, New York, June, 1913.

METZGER, CHARLES F., Metzger Scentcraft Co., New York, June, 1911.

PLAUT, ALBERT, of Lehn & Fink, New York, June, 1915.

NEIDT, EDWARD C., retired manufacturer of soaps, San Diego, Cal., June, 1913.

SANDERSON, C. A., soaps, Danielson, Conn., June, 1912.

SCHLEINER, ALEXANDER, soaps, Brooklyn, June, 1911.

SCHLOTTERBECK, JULIUS, O., dean of College of Pharmacy, University of Michigan, June, 1917.

WILLIAMS, D. W., of J. B. Williams Co., June, 1909.

Obituary Notes.

Ralph G. Hemingway, president of the Hemingway Glass Co., Muncie, Ind., died recently, aged 68.

Dr. Rudolph Messel, F.R.S., of Spencer, Chapman, Messel, Ltd., London, died recently in his 74th year. His life was full of active scientific effort.

Jerome A. Crane, for twenty-four years connected with the Jaynes, Riker & Hegeman and Liggett group of drug companies and until recently director of employment for 140 stores of the amalgamated companies, under the firm name of Louis K. Liggett Company, died June 3 at his home 1407 Beacon avenue, Brookline, Mass. He was in his sixtieth year.

Ahead on Science, Laws and Rulings.

(From Fritts & Wiehl Co., Wholesale Drugs, 619 Market St., Chattanooga, Tenn., Louis M. Roeg, Laby. Supt.)

I wish to take this opportunity of mentioning that your splendid magazine is of great value, not only for its scientific information, but being one of the first to have the new laws and rulings pertaining to both the perfumery and flavoring industry.

PATENTS AND TRADE-MARKS.

 P 134152	STEARTE 100978	FANTASIE 102359	LINDA 105712	LOLA 105713	HAIR-TO-HAIR 109798	Softasilk 113468	VELVODALM 114676	 114775
 P 134195	 116876	 116877	 116875	 117437	 117436	CITRUS 117438	 122337	
 P 134216	 118242	STERILENE 118225	"HANDY GRIP" 119120	<i>Mme. J. Williams</i> 121854	Nº2 122127	 124196		
 D 55341	MARATHON 123257	 123079	GLORIANA 119521	ORANGE BLOSS 123813	EUREKA 124594	 124930	 124983	
 D 55342	 125752	EUCALL 125542	WHITE WIZARD LAUNDRY COMPOUND 125533	 124667	Lanchiere 124488	 125078	 126678	 126983
Fluffoo 127738	 127784	DUZ 125447	WHIRLWIND WASHING WONDER 125160	 126299	PEX 126258	 126762	 126187	
 128538	Delzo 129225	CORADINE 125079	LUSTRITE 125893	"FILL-ME" 126487	Cadum 126955	Iris 127477	 128583	
 129745	Barbasol 129641	Thompson's 127945	Amora 127681	 128780	CALIFORNIA 128542	 128897		
 129010	 129453	BARCKMYX 128895	BLIX 129438	Palmer 129572	LAUNDRAX 129745		 123047	
 130620	MWM 130309	 130257	 131172	SIERRA SNOW 131968	POLARIS 132023			
SIERRA CLOUD 131967	 130731	CLEOPATRA 131172	ALLNONE 131903	LINSOLENE 131689	CUTEX 127696	 127680		
					Rose-Vel 122040			

NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted. The "D" illustrations are described under "Designs Patented." The numbers preceded by "P" refer to "Patents Granted."

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR.

100,978.—The Stearty Co., Inc., New York, N. Y. (Filed Jan. 26, 1917. Used since Nov. 1, 1916.)—Stearate of Zinc, as Employed by Manufacturers of Toilet Preparations.

102,359.—Julius Schmid, Inc., New York, N. Y. (Filed Mar. 22, 1917. Used since January, 1915.)—Face Powders, Rouges, Eyebrow Pencils, Compacts, Lip Salve, Lip Rouge, and Nail Polish.

105,713.—Auguste Gaillard, Malaga, Spain. (Filed Aug. 18, 1917. Used since June 6, 1917.)—Olive Oil.

109,798.—William H. Forst, Scottsdale, Pa. (Filed Mar. 26, 1918. Used since Mar. 21, 1918.)—Hair Tonic.

113,468.—The Hexter-Stewart Corporation Company, Cleveland, Ohio. Filed Sept. 28, 1918. Used since September, 1915.)—Liquid Soap.

114,676.—Mutual Drug Company, Ellenville, N. Y.

- (Filed Dec. 16, 1918. Used since July 1, 1916.)—Skin Lotions.
- 114,775.—George Borgfeldt & Co., New York, N. Y. (Filed Dec. 23, 1918. Used since Dec. 15, 1918.)—Soap.
- 116,875-6-7.—José Bau, Tortosa, Spain. (Filed Mar. 25, 1919. Used since October, 1904.)—Olive Oil.
- 117,436-7-8.—Citrus Soap Company, San Diego, Calif. (Filed Apr. 14, 1919. Under ten-year proviso. Used since during the year 1893.)—Washing-Powder.
- 118,325.—The Ohio Varnish Company, Cleveland, Ohio. (Filed May 9, 1919. Used since about May 1, 1919.)—Paste Soap.
- 118,542.—José Sanchiz de Quesada, Madrid, Spain. (Filed May 16, 1919. Used since Mar. 13, 1919.)—Olive-Oil.
- 119,120.—Colgate & Co., Jersey City, N. J., and New York, N. Y. (Filed June 2, 1919. Used since Aug. 15, 1916.)—Shaving-Soap in the Form of a Combined Stick and Container and Refills for the Container.
- 119,521.—A. E. Kiesling, Houston, Tex. (Filed June 12, 1919. Used since June 28, 1918.)—Rouge, Lip-Stick, Face-Powder, Tar Shampoo, Egg Shampoo, Toilet Water, Tooth-Paste, Shaving-Lotion; Cleansing, Massage, Vanishing, Beauty, Cold, and Toilet Creams.
- 121,854.—C. J. Williams, Chicago, Ill. (Filed Aug. 20, 1919. Used since Dec. 15, 1918.)—A Hair-Tonic.
- 122,040.—H. Clarke & Sons, Inc., Baltimore, Md. (Filed Aug. 27, 1919. Used since August, 1917.)—Soap.
- 122,127.—Lange Soap Co., San Antonio, Tex. (Filed Aug. 29, 1919. Used since Jan. 1, 1908.)—Soap.
- 122,237.—Co-Operative Drug Company, Incorporated, Philadelphia, Pa. (Filed Sept. 2, 1919. Used since July 21, 1903.)—Face-Cream.
- 123,047.—Chas. W. Young & Co., Philadelphia, Pa. (Filed Sept. 23, 1919. Used since Sept. 9, 1919.)—Soap Flakes.
- 123,079.—Rochester Germicide Company, Rochester, N. Y. (Filed Sept. 24, 1919. Used since Jan. 1, 1895.)—Liquid Soap, Sweeping Compound, Metal-Polish, Washing-Powder, and Pipe-Cleaner, a Detergent Preparation for Scouring Plumbing.
- 123,257.—James C. Panaghiotopoulos, Chicago, Ill. (Filed Sept. 29, 1919. Used since Feb. 1, 1919.)—Toilet Preparations—Namely, Complexion-Powder, Face-Powder, Hair-Tonic, Dandruff-Ointment, Hair-Shampoo, Cold-Cream.
- 123,263.—Oscar P. Strayhorn, St. Louis, Mo. (Filed Sept. 29, 1919. Used for a period of more than six months next preceding the filing of this statement—to wit, February, 1919.)—A Certain Pharmaceutical Preparation Used in Dressing the Hair and Cleansing the Scalp.
- 123,533.—Robert Cleary, Portland, Oreg. (Filed Oct. 8, 1919. Used since May 1, 1914.)—Laundry Compounds in Powdered Form.
- 123,813.—Lazell Perfumer, Newburgh, N. Y. (Filed Oct. 15, 1919. Used since Sept. 23, 1919.)—Perfumes, Extracts, Toilet Water, Talcum Powder, Sachet-Powder, Perfumery in Bulk, Face-Powder, and Toilet Cream.
- 124,196.—Juliet B. Appleton, New York, N. Y. (Filed Oct. 27, 1919. Used since Sept. 1, 1919.)—A Face-Lotion.
- 124,488.—Marshall Field & Company, Chicago, Ill. (Filed Nov. 3, 1919. Used since Aug. 12, 1919.)—Perfumes, Toilet Water, Face-Powder, Cold-Cream, Vanishing Cream, Sachet-Powder, Compact Powder, Rouges, Lip-Sticks, Mascaro, Bath-Salts, Soaps, Brilliantines, Complexion-Cream, Eyebrow-Pencils, Manicure Preparations, and Talcum Powder.
- 124,667.—Solomon Praisner, Brooklyn, N. Y. Filed Nov. 7, 1919. Used since the month of August, 1918.)—A Fluid Intended to Relieve Falling Hair.
- 124,930.—Harry F. Feeback, El Paso, Tex. (Filed Nov. 15, 1919. Used since July 5, 1919.)—Hair-Tonic.
- 124,983.—The Forsyth Dental Infirmary for Children, Boston, Mass. (Filed Nov. 17, 1919. Used since Sept. 1, 1919.)—Dentifrice.
- 125,078.—Coradine, San Francisco, Calif. (Filed Nov. 19, 1919. Used since Oct. 17, 1919.)—Face-Cream, Face-Lotion, Hand-Lotion, Hair-Tonic, Antiseptic Hair-Tonic, Scalp-Tonic, Scalp-Paste.
- 125,079.—Coradine, San Francisco, Calif. (Filed Nov. 19, 1919. Used since Oct. 17, 1919.)—Face-Lotion, Hand-Lotion, Hair-Tonic, Antiseptic Hair-Tonic, Scalp-Tonic, and Cold-Cream.
- 125,160.—Loyal F. Garriss, Jackson, Mich. (Filed Nov. 21, 1919. Used since about June, 1918.)—A Washing Compound for Clothes, Woodwork, Metal, Dishes, Porcelain, Lace Curtains, Chiffons, Delicate Fabrics, Woolens, China, and Cut Glass.
- 125,178.—J. F. Gallaher, Dayton, Ohio. (Filed Nov. 22, 1919. Used since Sept. 1, 1914.)—An Ointment for Use in the Treatment of Pimples, Dandruff, and Dry, Scaly Eczema.
- 125,447.—Samuel Isaac Welsher, New York, N. Y. (Filed Nov. 29, 1919. Used since Nov. 3, 1919.)—Soap Flakes for Laundrying Purposes.
- 125,542.—Frederick A. Norwood, Delaware, Ohio. (Filed Dec. 3, 1919. Used since Oct. 1, 1915.)—Bay-Rum and Hair-Tonics, Face-Powder, Rouge and Talc, Tooth-Paste; Mineral Oil and Olive-Oil.
- 125,752.—Jacob J. Kaufman, Columbus, Ga. (Filed Dec. 9, 1919. Used since June 9, 1917.)—Pomade Hair-Dressing.
- 125,893.—The Luster-It Corporation, Brooklyn, N. Y. (Filed Dec. 12, 1919. Used since Sept. 1, 1919.)—Brilliantine Rose, Cold-Cream, Cuticle-Powder, Cuticle-Softener, Enamel-Cream, Face-Powder, Face-Rouge, Lip-Stick, Liquid Nail-Polish, Massage-Cream, Nail-Bleach, Nail-Enamel, Nail-Polish, Nail-Powder, Nail-Rouge, Nail-Tint, Nail-Whitener, Peroxid Cream, Rose Tint, Salve-Enamel, Vanishing Cream, Salve and Enamel, Nail-Flash.
- 126,187.—The Mills Brothers Company, Cincinnati, Ohio. (Filed Dec. 17, 1919. Used since Mar. 15, 1919.)—Soap.
- 126,258.—A. E. Peck Manufacturing Company, Minneapolis, Minn. (Filed Dec. 19, 1919. Used since December 12, 1919.)—Tooth-Paste and Tooth-Powder.
- 126,299.—Western Soap Products Company, Modesto, Calif. (Filed Dec. 20, 1919. Used since Nov. 11, 1919.)—Soap.
- 126,486.—Leon Russel Rose, New Haven, Conn. (Filed Dec. 26, 1919. Used since Sept. 12, 1919.)—Powder-Puff.
- 126,654.—Seligman and Latz, New York, N. Y. (Filed Dec. 30, 1919. Used since Dec. 16, 1919.)—Cosmetics—viz., Face and Body Creams, Rouge; Toilet Articles—viz., Lotions for Scalp, Skin, and Hair; Hair-Restoratives, Lip-Sticks, Face-Powders; Nail-Polishing, Bleaching, and Whitening Preparations, and Perfumes.
- 126,695.—The Omega Chemical Company, New York, N. Y. (Filed Dec. 31, 1919. Used since October, 1909.)—Soaps.
- 126,762.—The Dentocide Chemical Co., Baltimore, Md. (Filed Jan. 3, 1920. Used since Sept. 26, 1919.)—Tooth-Paste.
- 126,983.—American Safetee Soap Corporation, Brooklyn, N. Y. (Filed Jan. 10, 1920. Used since Dec. 1, 1919.)—Soap, Shaving-Sticks, Shaving-Cream, Shaving-Powder.
- 127,477.—Iris Preparations, Inc., New York, N. Y. (Filed Jan. 22, 1920. Used since July 1, 1918.)—The following toilet preparations, namely: Creams, Rouges, Lotions, Face-Powders, Perfumes, and Toilet Waters for Beautifying the Skin.
- 127,680-1.—George B. Evans, Philadelphia, Pa. (Filed Jan. 28, 1920. Used since Dec. 1, 1919.)—Toilet Powder.
- 127,696.—Northam Warren Corporation, New York, N. Y. (Filed Jan. 28, 1920. Used since July 1, 1919.)—Cold-Cream.
- 127,738.—Emma R. Plummer, Urbana, Ohio. (Filed Jan. 29, 1920. Used since Nov. 1, 1919.)—Hair-Powder for Dry Shampooing.
- 127,784.—Henry Benton Smith, Elmwood Place, Ohio. (Filed Jan. 30, 1920. Used since June 16, 1919.)—Hair-Restorers.
- 127,859.—A. Hoefner & Sons, Buffalo, N. Y. (Filed Feb. 2, 1920. Under ten-year proviso. Used since May, 1885.)—Soaps and Washing Powders.
- 127,945.—John R. Thompson Co., Chicago, Ill. (Filed Feb. 3, 1920. Under ten-year proviso. Used since 1893.)—Lemon Extract, Salad-Oil.
- 128,482.—Ades Product Corporation, Philadelphia, Pa.

(Filed Feb. 17, 1920. Used since Oct. 1, 1919.)—Food-Flavoring Extracts.

128,542.—Citrus Soap Company, San Diego, Calif. (Filed Feb. 18, 1920. Under ten-year proviso. Used since during the year 1893.)—Washing-Powder.

128,558.—Frank De Palma, Brooklyn, N. Y. (Filed Feb. 18, 1920. Used since Oct. 1, 1919.)—Shaving-Cream.

128,583.—B. Altman & Co., New York, N. Y. (Filed Feb. 19, 1920. Used since 1901.)—Soap.

128,895.—Bettie Parker, Lackawanna, N. Y. (Filed Feb. 26, 1920. Used since Sept. 1, 1919.)—Soap.

128,897.—The Pal-O'-Mine Sanitary Soap Company, Inc., Leavenworth, Kans. (Filed Feb. 25, 1920. Used since Oct. 17, 1919.)—Powdered Soap.

128,925.—J. J. & G. W. Haynes, Atlanta, Ga. (Filed Feb. 26, 1920. Used since October 10, 1918.)—A Cleansing Preparation for Woodwork, Metal, or Clothing.

128,980.—The Procter and Gamble Company, Cincinnati, Ohio. (Filed Feb. 27, 1920. Used since Oct. 9, 1909.)—Soap.

129,010.—Frank Francis, Seattle, Wash. (Filed Feb. 28, 1920. Used since Aug. 15, 1919.)—Washing Compounds.

129,512.—Solon Palmer, New York, N. Y. (Filed Mar. 10, 1920. Used since 1888.)—Toilet and Shaving Soap.

129,538.—The Cope-Walton Co., Inc., New York, N. Y. (Filed Mar. 11, 1920. Used since Feb. 27, 1920.)—Hand-Soap.

129,553.—Adolf Kasser, Philadelphia, Pa. (Filed Mar. 11, 1920. Used since Dec. 15, 1919.)—Soap.

129,641.—The Nanco Corporation, Indianapolis, Ind. (Filed Mar. 13, 1920. Used since September, 1910.)—A Paste-like Preparation for Shaving and Skin-Healing Purposes.

129,745.—The Procter and Gable Company, Cincinnati, Ohio. (Filed Mar. 15, 1920. Used since Aug. 29, 1911.)—Soap.

129,795.—Pacific Coast Borax Co., New York, N. Y. (Filed Mar. 16, 1920. Used since Feb. 20, 1920.)—Soap and Soap Chips.

130,210.—Chelsea Engineering Sales Corporation, New York, N. Y. (Filed Mar. 26, 1920. Used since about October, 1918.)—Soap, (Brown); Soap, (White Floating); Soap, (Soft); Soap, (Salt Water).

130,257.—Finley Acker Co., Philadelphia, Pa. (Filed Mar. 27, 1920. Under ten-year proviso. Used since about January, 1891.)—Olives and Olive-Oil.

130,309.—M. W. M. Soap Co., San Jose, Calif. (Filed Mar. 22, 1920. Used since Mar. 8, 1920.)—Soap.

130,620.—Royal Packing Co., Los Angeles, Calif. (Filed Apr. 3, 1920. Used since Dec. 15, 1919.)—Soap.

130,731.—Frank O. Quinn, Omaha, Nebr. (Filed Apr. 6, 1920. Used since Jan. 1, 1920.)—Washing-Powder.

131,172.—A. P. Hayter, Greenville, Tex. (Filed Apr. 15, 1920. Used since Aug. 1, 1918.)—Soap.

131,689.—American Products Corporation, Boston, Mass. (Filed Apr. 27, 1920. Used since Oct. 25, 1919.)—Liquid and Powdered Soap.

131,903.—C. B. Garnett, Denver, Colo. (Filed May 1, 1920. Used since Feb. 15, 1920.)—A Washing-Powder.

131,967-8.—Inyo Talc Company, Los Angeles, Calif. (Filed May 3, 1920. Used since Nov. 1, 1917.)—Talc.

132,023.—Pattison Co., Ltd., New Orleans, La. (Filed May 4, 1920. Used since Jan. 6, 1920.)—Soap.

TRADE-MARK REGISTRATIONS GRANTED.

131,396. Edible Vegetable Oil. The American Cotton Oil Company, Union township, Hudson county, N. J., and New York, N. Y. Filed August 13, 1919. Serial No. 121,613. Published February 3, 1920.

131,416. Lotions for Soothing and Treating Irritations of the Skin. C. Harry Bong, Chicago, Ill. Filed March 13, 1919. Serial No. 116,517. Published January 6, 1920.

131,417. Toilet Powder. George Borgfeldt & Co., New York, N. Y. Filed September 25, 1919. Serial No. 123,102. Published January 6, 1920.

131,418. Nail-Polish, Brilliantine, and Cuticle-Cream. Herman J. Bosch, New York, N. Y. Filed October 21, 1919. Serial No. 124,041. Published March 2, 1920.

131,424. Tooth-Paste. Alfonso Carreras, London, Eng-

land. Filed October 15, 1919. Serial No. 123,787. Published February 24, 1920.

131,440. Hair-Tonic. Peter Daski, Ottawa, Canada. Filed November 21, 1918. Serial No. 114,266. Published March 2, 1920.

131,457. Coffee, Tea, Spices, and Certain Named Flavoring Extracts, said Extracts Being Used for Food Purposes. Farmer Bros., Los Angeles, Calif. Filed August 18, 1919. Serial No. 121,763. Published March 2, 1920.

131,459. Certain Named Vegetable and Animal Oils and Fats. Fats and Oils Service Company, Philadelphia, Pa. Filed August 30, 1919. Serial No. 122,161. Published March 2, 1920.

131,467. Certain Named Toilet Preparations. Shinzo Fukuhara, Tokyo, Japan. Filed July 9, 1919. Serial No. 120,376. Published January 20, 1920.

131,471. Powder to be used in Making a Face-Cream. Frank A. Gray, Kansas City, Mo. Filed October 17, 1919. Serial No. 123,891. Published February 17, 1920.

131,486. Hair-Grower, Pressing-Oil, Temple-Oil, and Hair-Dye. Glover R. Hawkins, Lexington, Mo. Filed March 7, 1919. Serial No. 116,380. Published March 2, 1920.

131,492. Powdered Preparation in the Nature of a Soap for Cleansing and Beautifying the Skin. Holton & Adams, New York, N. Y. Filed August 26, 1919. Serial No. 122,014. Published February 10, 1920.

131,499. Coconut-Oil. India Refining Company, Philadelphia, Pa. Filed February 13, 1919. Serial No. 115,839. Published March 2, 1920.

PATENTS GRANTED.

1,341,525. Perfume-Vial. Antoine Véricel, New York, N. Y., assignor to Les Fleurs De Cristal, Inc., New York, N. Y., a Corporation of New York. Filed Jan. 31, 1919. Serial No. 274,318.

A device of the character described comprising a vial affording a perfume chamber, and re-entrant, relatively frangible cup presenting outwardly a restricted opening, and capillary porous material filling said cup, and a stylet positioned in said porous material and having a head outwardly projecting and conveniently accessible for forcing the stylet inwardly, said stylet being arranged when so forced inwardly to break the frangible cup to open communication between the interior of the vial and the re-entrant cup containing the porous material.

1,341,951. Sifter Powder-Box. Martha K. Turner, Chicago, Ill. Filed Jan. 9, 1919. Serial No. 270,273. 1 Claim. A sifter powder box having a polygonal body provided with a top having perforations closely adjacent to one corner only of the body, and a cover for the top hinged to a side of the body distant from said corner.

1,342,116. Vanity-Case. William G. Kendall, Newark, N. J. Filed July 22, 1918. Serial No. 246,214. 1 claim. In an article of the class described, a casing comprising two substantially semi-cylindrical sections each having a bottom and each being open at its top, each section at the upper edge of its wall being provided with a rim, hinge connection between the walls at one side whereby when the sections are swung together the chordal edges of their bottom will meet and the ends of their rims will also meet, a tray secured within one section and resting upon the bottom thereof, a tray secured within the upper portion of the other section and arranged to lie above the first mentioned tray when the sections are closed, and a lid for closing the top of the casing hinged to the rim of one section and arranged in closed position to fit about the rims of the two sections.

DESIGNS PATENTED.

55,391. Powder-Cloth. Alex Marcus, Brooklyn, N. Y. Filed Mar. 12, 1919. Serial No. 282,215. Term of patent 14 years.

55,392. Powder-Puff. Alex Marcus, Brooklyn, N. Y. Filed March 12, 1919. Serial No. 282,216. Term of patent 14 years.



FOREIGN CORRESPONDENCE AND MARKET REPORT

AUSTRALIA.

ESSENTIAL OILS.—The imports of essential oils in the Commonwealth of Australia during 1918 fell to £90,800, of which £25,579 were from the United Kingdom, and £12,807 from Italy. Exports of eucalyptus oil increased in 1918, and reached the value of £77,219, as against £60,311 in the previous year. This oil is mainly exported to Great Britain and the United States.

CANADA.

NEW BUDGET TAXES.—The new Canadian budget proposals as presented to Parliament, in addition to the one per cent sales tax, to be paid ultimately by the consumer, contain a provision levying a tax of \$2 per gallon essences and extracts containing alcohol and the same on alcoholic perfumes, perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes, and other toilet preparations containing spirits of any kind. This applies to imports and sales by manufacturers, but not to exports.

CANADIAN BILL AFFECTING GERMAN GOODS.—A bill is pending in the Canadian senate by which it is proposed to amend the criminal code so that "every person who knowingly deals in goods, wares, or merchandise which are in whole or part the growth, production, or manufacture of Germany or Austria-Hungary shall keep posted in letters easily legible over every outside entrance to his premises the words, "Dealer in German goods," and shall print the said words prominently in all his advertisements and stationery." The penalties proposed are six months' imprisonment or \$500 fine, or both. The law is not to apply to goods in stock at the time of the passing of the act.

CHINA.

VEGETABLE AND ESSENTIAL OILS IN HONGKONG.—Consul General George E. Anderson, Hongkong writes:—While the trade as a whole shows considerable expansion, there was not the increase in the exports of essential, and especially other vegetable oils, out of Hongkong in 1919 that was anticipated as a result of the dearth of such products in Europe and, to some extent, in other parts of the world. Freight rates and other shipping conditions so improved that shipments to all countries became practicable, but the high prices of these products in China, as a result of exchange conditions, made it impossible much of the time to move any of them.

The export of all these oils improved toward the latter part of the year, and the new season has shown materially increased exports compared with those of 1919. The exports of peanut oil to the United States in the first two months of 1920 have been valued at \$371,948, of wood oil \$227,205, of aniseed oil \$28,164, and of cassia oil \$38,414, or \$665,731 in all, compared with \$132,555 in the

(Continued on page 148)

THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

A revision of prices shows that within the past month very many changes to lower levels have occurred in essential oils, while those made in the opposite direction have been fairly numerous though less frequent than in the spring months. The declines have in most instances been the result of financial considerations, the most radical changes of that character being found in connection with the products of far Eastern countries that are on a silver basis. The sharp reaction in the price of the metal has disorganized the currency of those countries and the result is a marked depreciation of market values of their products, such, for instance, as cassia and anise oils, and the oils obtained from spices derived from the Orient.

Close observers see the beginning of a reaction from the extreme prices for the Messina essences that have prevailed during the past couple of months. Already there has been a considerable recession from the top in the case of bergamot and lemon, but orange oil has not only held its own to the present time, but the phenomenal demand for it and extreme scarcity have caused a further substantial rise. It is questioned whether the Messina essences will be much cheaper in the near future. For one thing the Italian labor charge is higher than ever before, while the tax on capital in that country is an item that will undoubtedly be passed on to the consumer. Moreover, citrus fruit producers in Sicily are disposed to devote their attention more exclusively to the cultivation of the fruit as promising, at prevailing prices, such good returns financially as to render unnecessary the labor and trouble of extracting oil as a means of income. Due to short crops the French flower oils, especially neroli, have sharply advanced.

Although transportation conditions and tight money have had the inevitable result of restricting trade in all essential oils, it is the testimony of leading dealers that the volume of business taken as a whole is better than normally in the Summer season. This does not necessarily mean increased consumption, but rather that buying, reduced in recent months by the exigencies of the financial situation and difficulties of moving goods in large blocks through demoralization of traffic facilities, has been spread over a longer period, through the compulsion consumers are under to observe a strictly hand-to-mouth policy in buying.

Aromatic Chemicals.

The aromatic chemical trade is entering upon the dull season and the market presents fewer interesting features than it has furnished up to the present time. Perhaps the curtailment of activities is more pronounced than usual at the beginning of summer for the reason that the difficulties presented in the transportation department by strikes and freight congestion incline buyers to postpone purchases that they might be disposed to make otherwise. The general slackness of trade has checked the upward trend of prices although underlying conditions af-

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Linaloe
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Mustar
Mustar
Neroli
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Nutmeg
Opopon
Orange
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PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond, Bitter, per pound	\$9.50-\$10.50	Orange, sweet, Italian....	10.50-11.00	Ethyl Cinnamate	8.00-10.00
Almond, S. P. A.....	9.75-11.00	Origanum .....	.40- .45	Eucalyptol	1.40
Almond, Artificial	1.15- 1.40	Orris Root, concrete, foreign	5.50- 5.75	Eugenol	6.50-7.00
Almond, Sweet True .....	.85- 1.00	Orris Root, concrete, domestic	5.25- 5.50	Geraniol, domestic	4.00-4.50
Almond, Peach-Kernel ...	.45- .55	Orris Root, absolute (oz.)	40.00-45.00	Geraniol, foreign	5.00-5.25
Amber, Crude	1.40- 1.50	Parsley	6.75- 7.25	Geraniol, from citronella..	5.00-5.25
Amber, Rectified	1.90- 2.00	Patchouly	30.00-35.00	Geranyl Acetate	8.00
Amyris balsamifera.....	11.00-11.50	Pennyroyal, American....	2.25- 2.50	Heliotropin, domestic	4.75-5.00
Anise	1.20- 1.30	Pennyroyal, French.....	2.00- 2.15	Indol, C. P. (oz.)	20.00
Anise, Lead free	1.35- 1.50	Peppermint	7.25- 7.50	Iso-Butyl-Salicylate	nominal
Aspic (spike)	2.25- 2.50	Peppermint, redistilled...	8.50- 9.00	Iso-Eugenol	9.25-12.00
Bay, Porto Rico	4.75- 5.00	Petit Grain, So. American	4.75- 5.00	Linalool	13.00
Bergamot, 35-36%	6.50- 7.00	Petit Grain, French.....	9.25- 9.50	Linalyl Acetate	18.00-20.00
Birch (Sweet)	5.75- 6.00	Pimento	4.25- 4.50	Linalyl Benzoate	nominal
Birchtar, Crude .....	.60- .65	Pine Needles, from Pinus		Methyl Anthranilate	14.00-16.00
Birchtar, Rectified	2.70- 2.75	Sylvestris	*2.65- 2.75	Methyl Cinnamate	8.25-9.50
Bois de Rose, Femelle ..	10.50-11.00	Rose, Bulgarian .. (ounce)	9.00-12.00	Methyl Heptenone	9.00-11.00
Cade	1.10- 1.15	Rose, French .. (ounce)	15.00-18.00	Methyl Heptene Carbon...	125.00-140.00
Cajeput .....	.85- .95	Rosemary, French	1.30- 1.40	Methyl Paracresol	16.00-25.00
Calamus	4.75- 5.00	Rosemary, Spanish	1.20- 1.25	Methyl Salicylate .....	.75-.80
Camphor, Jap, "white"...	.70- .75	Rue	4.25- 4.50	Mirbane, rect. drums....	.19-.21
Cananga, Java	5.00- 5.25	Sage	5.25	Musk Ambrette	100.00-115.00
Cananga, Java, Rectified.	6.00- 6.25	Safrol	*.85- .90	Musk Ketone	55.00-60.00
Caraway Seed	4.00- 4.25	Sandalwood, East India..	11.00-11.50	Musk Xylene	13.00-15.00
Cardamon	25.00-27.00	Sassafras, artificial.....	.80- .90	Nonylic Alcohol	nominal
Carvol	10.00-11.00	Sassafras, natural	1.80- 1.95	Phenylacetaldehyde	45.00-50.00
Cassia, 75-80% Technical.	1.90- 2.00	Savin, French	6.50- 6.75	Phenylethyl Alcohol	40.00-50.00
Cassia, Lead Free	2.00- 2.10	Snake Root	24.00-25.00	Phenylacetic Acid	12.00-14.00
Cedar Leaf	2.00- 2.25	Spearmint	12.00-12.50	Rhodinol, domestic	nominal
Cedar Wood .....	.50- .60	Spruce .....	.90- .95	Rhodinol, foreign	25.00-30.00
Celery	20.00-22.00	Tansy	7.00- 7.50	Skatol, C. P. (oz.)	57.00
Cinnamon, Ceylon	27.00-28.00	Thyme, French, red	1.85- 1.90	Terpineol, C. P., domestic.	2.00-2.50
Citronella, Ceylon .....	.92- .96	Thyme, French, white	2.00- 2.25	Terpineol, C. P., imported.	2.50-2.75
Citronella, Java	1.35-	Thyme, Spanish, red	1.75- 1.80	Terpinyl Acetate	3.25
Cloves, Zanzibar	3.25- 3.30	Vetivert Bourbon	13.50-14.00	Thymol	14.50-15.00
Cloves, Bourbon	3.45- 3.50	Wintergreen (genuine		Vanillin	1.00-1.10
Copaiba .....	.95- 1.00	gaultheria)	nominal	Violet, artificial	14.00-18.00
Coriander	50.00-55.00	Wormseed	9.00- 9.50		
Croton	1.25- 1.50	Wormwood	12.50-13.00		
Cubeb	8.00- 8.50	Ylang-Ylang, Bourbon	15.00-18.00		
Cumin	8.50- 8.75	Ylang-Ylang, Manila	35.00-40.00		
Erigeron	7.00- 8.00				
Eucalyptus, Aus. 70% ..	.75- .85				
Fennel, Sweet	3.75- 4.00				
Geranium, African	9.25- 9.35				
Geranium, Bourbon	8.75- 9.00				
Geranium, Turkish (palma					
rosa)	4.75- 5.00				
Ginger	7.75- 8.00				
Gingergrass	3.25- 3.50				
Guaiaic (Wood)	6.00- 6.25				
Hemlock .....	.95- 1.00				
Juniper Berries, Rectified.	5.50- 5.75				
Lavender, English	24.00				
Lavender, Fleurs	11.50-12.00				
Lavender, Spanish	2.75- 3.00				
Lemon	1.80- 1.90				
Lemongrass	4.50- 4.75				
Limes, Distilled	1.90- 2.00				
Limes, expressed	6.90- 7.25				
Linaloe	7.00- 7.50				
Mace, distilled	1.60- 1.75				
Mustard, genuine	30.00-32.00				
Mustard, artificial	6.50- 6.75				
Neroli, petale "Bigarde" ..	200.00-350.00				
Neroli, Bigarde	150.00-250.00				
Neroli, artificial	18.00-20.00				
Nutmeg	1.45- 1.55				
Opoponax	nominal				
Orange, bitter	7.75- 8.25				
Orange, sweet, West Ind.	8.75- 9.00				

AROMATIC CHEMICALS.

Acetophenone	6.25-8.00		
Amyl Salicylate, dom....	2.25-2.50		
Amyl Salicylate, for....	7.00-8.00		
Anethol	2.50-2.75		
Anisic Aldehyde, foreign..	13.00-16.00		
Benzaldehyde, domestic ..	1.50		
Benzaldehyde, F. F. C. do-			
mestic	2.00-2.40		
Benzyl Acetate, domestic..	2.50		
Benzyl Acetate, foreign...	5.50-5.75		
Benzyl Alcohol	2.75-3.25		
Benzyl Benzoate	4.50-5.00		
Borneol	3.50		
Bornylacetate	5.00-5.50		
Bromystrol	10.00		
Cinnamic Acid	7.25-7.50		
Cinnamic Alcohol	36.00-40.00		
Cinnamic Aldehyde	5.50		
Citral	12.00-13.00		
Citral C. P.	12.25-13.25		
Citronellol, domestic	16.00-18.00		
Citronellol, foreign	25.00-30.00		
Cumarin, natural	7.75		
Cumarin, artificial, dom...	8.50-9.00		
Cumarin, artificial, for...	nominal		
Diphenylmethane	2.25-2.50		
Diphenyloxide	2.00-2.50		

BEANS.

Tonka Beans, Para.....	1.10-1.15
Tonka Beans, Angostura..	1.75-2.00
Vanilla Beans, Mexican...	4.50-5.75
Vanilla Beans, Cut	3.50-3.75
Vanilla Beans, Bourbon	
whole	3.00-3.25
Vanilla Beans, Bourbon	
cuts	2.90-3.00
Vanilla Beans, Tahiti yel-	
low label	2.50-2.75

SUNDRIES.

Alcohol, cologne spirits,	
gallon	6.50-8.00
*Ambergris, black .. (oz.)	8.00-12.00
Ambergris, gray	27.50-28.50
Chalk, precipitated .....	.04-.10
Civet, horns	3.00-3.25
Lanolin hydrous .....	.15-.20
Lanolin anhydrous .....	.30-.32
Menthol	9.00-9.50
*Musk, Cab., pods. (oz.)	18.00-20.00
Musk, Cab., grains. (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	40.00-42.00
Musk, Tonquin, grains (oz.)	45.00-50.00
Orris Root, Florentine,	
whole .....	.15-.18
Orris Root, powd. & Gran.	.20-.35
Rice Starch .....	.30-.35
Talc, Italian	55.00-57.00
Talc, French	50.00-52.00
Talc, domestic	30.00-40.00
*Nominal.	

THE MARKET.

(Continued from page 146)

fecting supplies have not materially changed within the past month. Comparatively few recessions from previously quoted prices have occurred during the interval and few advances are to be noted. Among the latter is a jump of 75c. a pound in the price of domestic geraniol, which is a continuation of the upward movement that has been in progress for many weeks, based on the high and constantly increasing cost of citronella oil and the great scarcity of that product. Citral following the raw material is very much higher as is also linalyl acetate. Extreme scarcity is responsible for a further advance in phenylacetaldehyde. Eucalyptol is decidedly easier, while phenylethyl alcohol which declined early in the month is again tending upward in sympathy with the basic material.

Vanilla Beans.

Little can be added to what has been said in recent reviews of the situation of vanilla beans. There have been no indications of a decrease in the heavy consumption by ice cream and candy makers, orders being quite as numerous and large as at any time since prohibition caused a universal turning to substitutes for ardent beverages. The uncertainty as to supplies from Mexico caused by the overthrow of the Caranza regime has been virtually dissipated by subsequent events. There has been no interruption of the movement from points of production to this country, and it is held now to be improbable that the effects of the revolution will to any extent be felt in the traffic in vanilla between this country and Mexico. The improvement in French franc exchange is reflected by higher importing cost of Bourbons and spot prices here are accordingly stronger.

FOREIGN CORRESPONDENCE.

(Continued from page 146)

corresponding period of 1919.

The exports of the principal items the last two years aggregated: aniseed oil, 1918, \$571,748; 1919, \$678,819. Cassia oil, 1918, \$434,245; 1919, \$370,792. Coconut oil, 1918, \$288,330; 1919, \$96,175. Totals, 1918, \$5,883,280; 1919, \$7,819,886.

In essential oils generally there was a poor market. The increased sale of aniseed oil resulted partly from speculation and partly from a shortage in the United States and Europe. The slump in cassia oil followed over-exports in 1918. Other essential oils fell from total value of \$330,814 in 1918 to \$176,255 in 1919. Business in all these oils is highly speculative at best, and when this is combined with the speculative nature of the exchange situation trading becomes very difficult. Great Britain took 60 per cent. of the exports of aniseed oil, the United States taking 27 per cent., and France and Japan most of the balance. The United States took 55 per cent. of the cassia oil, Great Britain 21 per cent., Japan 15 per cent., and India practically all of the remainder.

The great increase in peanut oil was in line with the world demand for the product and accounts for almost the whole of the life in the business during the year. The increase in the exports of miscellaneous vegetable oils is due mostly to the increased export of tea oil. Great Britain took over 80 per cent. of the whole and China most of the balance.

ENGLAND.

CHEMISTS' EXHIBITION.—Among the exhibitors in the recent Chemists' Exhibition at Northampton Institute, Clerkenwell, London, were the following: W. J. Bush & Co., Ltd., J. C. Ingram & Son, Ltd., Cinema Soap Co., Ltd., W. H. Calnan & Co., Ltd., Piesse & Lubin, Ltd., Palm-

olive Co., Western Dental Mfg. Co., Ltd., British Toilet & Perfumery Co.

FRANCE.

PARIS AS A EUROPEAN PHONE EXCHANGE.—France has a plan of telephone expansion which, when carried out, may make Paris the telephone "central" of Europe. The proposed scheme is to reinforce existing international systems between London, Madrid, Rome, Berne, Berlin, Brussels and the French capital by the installation of about 250,000 miles of new trunk lines at a cost of one and one-half billion francs.

SOAP EXPORTS.—French soap exports during the year 1919 were as follows: Perfumed soap, 3,175 metric tons; other soap, 20,096 metric tons. Both items show a large increase on the two previous years.

GERMANY.

SOAPS AND PERFUMERY.—The Association of German Soap and Perfumery Manufacturers calls attention to the fact that the spirit used for mouth and hair washes and for eau-de-Cologne cost 361m. per hectolitre, including the Excise duty, in September, 1917, and 1,051m. in September, 1919, but from October 1, 1919, the Monopoly raised the price to 2,200m., which was 1,839m. per hectolitre more than in 1917. The Association states that, in view of the excessive price of spirit, the consumption of perfumes must fall to a small fraction of the present rate.

ITALY.

ITALIAN SOAP TRADE IN 1919.—Owing to the acute shortage of raw materials, the Italian soap makers were unable to take full advantage of the soap famine in Central Europe or of the general increased demand. British competition was keen, for the British soapmakers were in a better position in regard to raw materials, export facilities, and Government restrictions. Other difficulties faced by the Italian soap trade were the appearance of a great crowd of speculators on the market and adverse rates of exchange. Between the beginning and end of 1919 there was a difference of about 10 lire £1 sterling, representing an addition of 20 per cent to the cost of goods. Prices of raw material and of coal rose to an enormous extent, and rosin in particular was almost unobtainable. Notwithstanding the adverse conditions, the Italian industry, on the whole, has developed satisfactorily during the last few years, and increased attention had been given to scientific research.

MADAGASCAR.

SOAP, OILS AND VANILLA.—Vice-consul E. G. Feibelman, in his latest advices from Tananarive, reports imports of unscented soap valued at 1,473,744 francs in the nine months ended Sept. 30, 1919. Exports of volatile and essential oils amounted to 446,448 francs and of vanilla to 4,092,855 francs.

SPAIN.

SOAP EXPORTS.—Spanish exports of common soap during the first nine months of 1919 amounted to 6,843 metric tons, more than double the quantity for the corresponding period of 1918.

OLIVE OIL PRODUCTION IN 1919.—Consul General Carlton Bailey Hurst, Barcelona, April 25, says: The olive oil yield in 1919 amounted to 336,393 metric tons, compared with 255,202 tons in 1918, and 427,838 tons in 1917.



POTASH PRODUCTION IN U. S.

Statistics of United States potash production during 1919 have recently been collected by the United States Potash Producers' Association. These show an output of 119,736 short tons of potash salts, representing a total of 32,418 short tons of actual potash (K_2O). The average potash content in the salts was about 27 per cent. This production is about equal to that of 1917 and is a decrease of about 40 per cent from the production of 1918. This decrease, states the association, is due almost entirely to the fact that most of the American plants were forced to lie idle for a considerable period during 1919, owing to lack of demand for their product in anticipation of heavy importations from Europe.

The average length of time which American plants operated during the year was about six months, but the Nebraska plants, which in 1918 produced 53 per cent of our total production, ran during 1919 only an average of about three months. Several of the larger plants in other than the Nebraska field ran throughout the year, but at a decreased rate of production.

California with 12 plants led the country in potash production in 1919 with 33,870 tons of salts, representing 12,835 tons of actual potash, or nearly 40 per cent of the total. Nebraska with ten producing companies turned out about 26 per cent of the whole production, and Utah stood third with about 21 per cent. These three States produced 85 per cent of the country's crude salts, and 87 per cent of the actual potash.

GERMAN SOAP INDUSTRY.

In view of the coal famine, German firms now have reason to be thankful if the most pressing economic requirements for soap can be satisfied, according to a Berlin correspondent. One of the industries suffering most acutely from the scarcity of coal is the soap industry, and, apparently, the officials are of the opinion that the supply of soap to the people is a question of secondary importance. They watch with indifference the destruction of the scanty stocks of linen, already worn threadbare almost during the years of war, by the employment of crude methods of washing and the use of injurious substitutes for soap, although they are quite aware that these stocks in many cases cannot be replaced at all in view of the very high prices now ruling. Epidemics, owing to lack of sufficient cleanliness, soon threaten to take heavy toll of the people, but the officials comfort themselves with the hope that profiteers and underhand traders in general, will get large quantities of foreign soaps in for sale to the public. This neglect of the soap industry is also a direct danger to the coal industry. For

coal-mining purposes large quantities of dynamite are needed. So far, it has been possible for the dynamite industry to use glycerine stocks collected by the military authorities during the war; these stocks will be quite exhausted this summer. The sole industry now in a position to produce the necessary glycerine is the soap industry. Fats, despite the low rate of exchange, are available in large quantities from contracts concluded in 1918 and 1919, but cannot be worked up owing to lack of coal. In many cases the German soap industry is now forced to allow the glycerine-containing sub-lyes, despite their value, to flow off as waste waters, as there are no means for working them up. Owing to the depreciation of German currency, the importation of glycerine from abroad is out of the question. There is also not sufficient sugar to permit of the obtaining of glycerine by fermentation thereof. The only course open is to produce the glycerine in German soap factories, unless the coal industry is to be seriously crippled by a lack of dynamite.

SOAP MAKING COSTS ANALYZED.

In order to justify enlarged soap prices to jobbers and retailers, one of the largest soap manufacturing concerns in the United States has just issued to the trade a bulletin of statistics showing the amount of increase since 1915 of the various items entering into the manufacture of soap and washing powders.

Exact figures are given showing the increases in raw material, shipping, freight and selling costs, the average increase in all these items being in excess of 150 per cent., which is greater than the increase which has occurred in the price of the finished product.

The bulletin reads in part as follows:

"In order to clearly understand the present rise in prices one basic principle must be kept in mind, namely, that the price of practically every commodity depends upon the cost of the labor going into its production and distribution. By labor we mean every human effort entering into the product, whether hand work or brain work. If the price of labor rises, the price of all commodities must rise too.

"Only one thing can prevent a rise of price with a rise of labor cost; that is, additional production. The present situation is such that since 1915, as you well know, labor of every variety has been greatly increased in cost, but production has not increased. In fact, production has fallen off. You can readily see that with rising labor costs and reduced production the cost of shoes would go up by leaps and bounds. Fundamentally it is this that has driven the cost of everything sky-high in the last few years. This affects all material, both finished and raw, which we buy.

"The first cost that is charged against our goods is that of raw material; in other words, the goods which we purchase from other concerns. Here is a list of a few

articles which we buy in large quantities with the comparison of the cost in 1915 and 1920:

	1915.	1920.	P.C. of Inc.
Tallow, per lb.....	.0625	.145	132
Rosin, per lb.....	.025	.085	240
Box shooks	12.64	32.50	157
Cartons	6.15	16.05	161
Cleanser cans	17.25	45.93	166
Wax paper	14.50	29.00	100
Wrappers	5.20	26.00	400
Coal (not per ton).....	11.76	22.02	87

"The next charge against goods is freight and shipping cost. In 1915 the average carload rate on a certain quantity of goods to our principal centers was \$1.05, and for the same quantity shipped to-day the cost is \$1.50, an increase of 43 per cent, and there is every indication that freight rates will go much higher. The above increase does not include the enormous extra costs due to transportation strikes and consequent shipping of goods over longer and more expensive routes.

"Selling expenses and premium advertising expenses have likewise increased proportionately. This is not mentioning the increase in taxes, increase in cost of money to finance expansion, increase in the cost of every type of service and commodity needed for the maintenance of a business such as ours.

"A study of these examples shows that the average rate of increase has been over 150 per cent. The question naturally arises, Why have not our finished products been advanced proportionately? We have been able to keep down our selling prices because of three reasons: First, the adoption of mechanical methods of production and handling; second, by short cuts and rigid economy; third, by increasing the volume of production.

"We have raised prices, however, rather than substitute cheaper and less desirable materials, because we believe there is still a large buying public who are willing to pay increased prices for pre-war quality. When you compare the following list of increases in our laundry goods with the increased cost of raw materials you can judge for yourself whether we are endeavoring to maintain fair and honest prices to our customers."

PRICE PER BOX TO JOBBERS.

	1915.	1920.	Per ct. incr'se.
Soap	\$3.60	\$7.40	106%
Powder	1.80	3.20	77%
Cleanser	1.80	2.75	53%

THE GERMAN POTASH INDUSTRY.

The German Potash Syndicate has announced that the large profits earned by the industry last year are not due to the two increases in home prices allowed by the Potash Council, the shortage of coal and wagons having caused most of the works to lose on the inland trade. Had it not been for the large foreign orders received last autumn, at prices which enabled even the least favorably situated works to make a profit, the industry would have been in a very shaky condition. As matters turned out, the appreciation of the dollar to 103 mk. brought in unexpectedly large returns, and this fact alone enabled the works to pay dividends again after a long interval. For the present year, the large increases in the price of coal and materials, together with rise in wages on March 1 and the doubling of freight rates, will increase the cost of production by several hundred million marks. Costs are growing daily, and since May 1 wages have again risen by 7 mk. per head per shift. The export trade has been greatly affected by the ten-weeks' strike of dockers at Rotterdam, so that shipment of large consignments of potash have been delayed; and the value of the dollar has declined to one-half. With the cost of production at the

present level there is a loss of one-third of the invoice price on every sale in the home market—which, this spring, has formed nine-tenths of the whole trade. The Syndicate hopes to revive the export business at good prices after the requirements of the home consumer have been satisfied; but if this is not realized, or if the idea of a special impost on exports is carried out, it will be impossible to avoid a considerable increase of the inland price.

THE SO-CALLED COLD PROCESS FOR THE PRODUCTION OF OFFICIAL SOAPS.

BY F. M. JORDAN.

Linimentum saponis mollis.—55.9 g KOH are dissolved in 180 ccm. water, and while the solution is still hot 279.50 g cotton oil and 180 ccm. alcohol are added. The mixture is stirred for about ten minutes, until a clear liquid soap is obtained, and then left standing for about one hour. After adding enough alcohol to liquify the entire mixture 200 ccm. more alcohol are added, together 112.5 ccm. water and 20 ccm. oil of lavender. Finally the solution is filled up to 1,000 volume parts with water. To prevent an excess of alkali it is advisable to ascertain the necessary quantities of oil and KOH by a preliminary test with 100 ccm. alcohol.

Linimentum saponis.—53 g olive oil are placed in a suitable glass vessel with a solution of 7 g NaOH in 25 ccm. water. The mixture is shaken until it has become gelatinous and then left standing at least one hour. In the meantime 45 g camphor and 10 g oil of rosemary are dissolved in 675 ccm. alcohol. Then the two solutions are mixed and filled up to 1,000 volume parts with water.

Liquor cresolis compositus.—40 g of pure NaOH are dissolved in 150 ccm. water in a suitable weighed glass vessel. While the solution is still hot 500 g linseed-oil are added in a fine jet under constant stirring, until the mixture becomes emulsion-like. The solution is left standing over night and then mixed with 500 g cresol and filled up to 1,000 volume parts with water.—From "Chemisches Zentralblatt," vol. IV., Nr. 5.

FINDING UNSAPONIFIABLE ITEMS.

Determination of unsaponifiable matter in oils and fats.—*Marcusson*.—Oils and fats are frequently obtained by extraction with volatile solvents, because this method makes larger yields possible. Rests of the solvent, benzene or benzene, remain in the fat and cannot be detected by the boiling of a few drops of oil with alcoholic potash lye and the addition of water. Normann and Huegel hold that a steam distillation is necessary for the detection of the light carbohydrates. In this manner the rests of the extraction solvent can be determined quantitatively to within 2 per cent. The oils distilled from fats and oils with steam have to be subjected to a saponification test, however, before they are considered carbohydrates. This is necessary especially with rancid products. If a combination of carbohydrates and fats is present the parts passed over are redistilled after treatment with soda lye. By this second distillation only the carbohydrates are passed over. The appearance of lather during the distillation requires an addition of a little calcium chloride for the transformation of the fatty acids into unsaponifiable calcium soaps.—*Seifensieder-Zeitung*, 1909, vol. 39, p. 301.

PERCARBONATE DETERGENTS*

By DR. HUGO KUEHL, Kiel

In connection with the much discussed question of destruction of oxygen Haas¹ points out, that it is by no means immaterial whether the destructive action of washing or cleansing agents is tested on carefully prepared, that is artificially and evenly soiled strips of textile fabrics, or on worn clothing. He also mentions that the unfavorable actions of active oxygen, which already can be proved with evenly soiled fabrics, must under the same conditions become apparent in a much greater degree and extent on unevenly soiled linen or worn clothes. In most cases it is, of course, much easier to clean artificially soiled fabrics, than clothes that have become soiled by use and wearing. The more intimately the finest particles of dirt are connected with the fiber of the texture the more difficult their removal becomes, no matter whether soap or any other washing medium is used. If the action of the oxygen on the texture fibers is destructive this must be the case all the more with unevenly soiled clothes, on account of "over-bleaching" of the less dirty parts.

Haas further states as an undeniable fact, that most of the disinfecting, washing and cleansing agents carrying oxygen are pronounced bleaching media, which in the textile industry are used extensively to bleach new, that is unused cotton and linen yarns and fabrics. One of the preliminary conditions for such use is, according to experience, that the yarns and textures are first thoroughly and evenly freed from all dirt and color pigments, so that a corresponding and even whiteness can be and is reliably obtained with weak bleaching solutions in the shortest period of action. In connection with this I have to state that the quantity of active oxygen is, of course, adapted to the purpose, and that it would be absurd to work with concentrated bleaching solutions, when weaker ones perform the same service. Whether the careful removal of all dirt particles and pigment spots before the use of the oxygen detergent is necessary will be shown in the experimental part of my article. The results of the investigations of Haas contradict mine so glaringly, that I could not ignore them. I have examined many oxygen washing agents in regard to their composition and cleansing action. In many cases I have hardly been able to ascertain a noticeable bleaching action. Often the detergents came from totally unknown, small firms which, as I was creditably informed, worked for no other object than monetary gain. I cannot deny, though, that I also found very good and effective oxygen washing fluids in the market, which cleansed the clothes without injuring them with the smallest expenditure of time and effort.

After these general statements I take up my special investigations, which are to determine whether the action of the percarbonate detergents on the clothes is really injurious.

The washing tests were carried out: 1. With clean fabrics which had been soiled artificially; 2. With soiled household linen, and 3. With clothes that were returned gray and spotted from a laundry with the claim that they had been cleaned. As a washing agent I used a percarbonate preparation developing 1.92% active oxygen. In

view of the claim that the oxygen destroys the fiber the most varied kinds of material were used, to ascertain whether the fiber suffers any injury from expert use of the washing medium. The textures used for this test were soaked for 12 hours in soft water, then wrung out and placed in a solution of the mentioned percarbonate detergent medium (2%), which was slowly heated to the boiling point. After boiling fully a quarter of an hour the solution was cooled to 45° C. Then the clothes used for the experiment were removed, slightly rubbed, thoroughly rinsed, passed through the wringer, dried and ironed. This test I repeated five times in the same manner with the same clothes. Finally I examined the fibers with the microscope, also subjecting the fabrics to strong tension. The control test was made with a solution of soft soap (20:1000). The soft soap had been prepared by myself and contained neither free alkali, nor excess soda or soluble glass. The clothes treated with the oxygen detergent showed no tenderness or shrinkage of the fiber, when compared with those washed in the soap suds.

The result of this test cannot be harmonized with the view maintained by Haas and others. As already stated, there are oxygen detergents in the market which are manufactured with fraudulent intent and greatly injure the clothes. These injuries, however, are not caused by the active oxygen, but by the composition of the detergents. In my further discussions I shall ignore the commercial washing agents of this kind.

Haas in his article speaks of the surface action of the oxygen. By this he probably means that the individual fibers of the whole surface are subjected to the oxidizing action of the oxygen. But where does the generation of the oxygen take place? The solution of the percarbonate detergent penetrates all fibers. The gas generation begins on the surface, the oxygen therefore must act everywhere. If the fibers are unsoiled the oxygen acts exclusively upon them, but if they are soiled a part of the freed oxygen is used for the oxidation of the dirt substances. When the quantity of the generated oxygen is insufficient the dirt substance is not fully removed and the fabric remains grayish. In this connection it must be mentioned that the cleansing action of the oxygen is materially strengthened by the composition of the preparation and does not always and not solely depend on the quantity of oxygen. The more dirt is removed from the fiber before the real action of the oxygen begins, the less oxygen will be needed for the cleansing or bleaching of the fabric.

The action of the oxygen reaches all fibers of the textures and the degree of the action depends: 1. On the kind and quantity of the dirt substance; 2. On the quantity of the developed oxygen. This was absolutely confirmed by the investigations. Fabrics which not only were soiled on the surface, for instance old mop rags that had been used in the laboratory, were completely cleaned, although the dirt had penetrated the fibers as the tannic acid penetrates the corium. Household linen of a dirty grayish color, which had been delivered ironed and supposedly clean, was bleached with a 2% solution of the percarbonate detergent. Coffee spots in paper texture which penetrated the latter completely were removed without any

*From Chemiker-Zeitung, Vol. XXXXIII, Nr. 72, page 534.

¹Journal fuer praktische Chemie, Vol. 98, p. 204.

injury to the paper. If the oxygen does not act on the matter to be removed by the oxygen washing agent under the given conditions, then the cleansing process will naturally fail. I prepared distempers with methyl blue Hoechst, aniline red and aniline orange and soiled a paper towel with these colors. While the methyl blue was only weakly bleached, the aniline orange was totally removed. The test was made with a 1% solution heated to 80° C and kept at this temperature for two hours. In conclusion I would like to report the result of washing experiments which were carried out under my direction on a large scale and in conformity with the conditions of the practice.

Experiment 1.—Very badly soiled household and kitchen linen was washed according to my directions in a solution of the oxygen detergent (2%) in the following manner: The linen was soaked over night in tap water, which had been softened by an addition of a little aqueous ammonia, and then placed in a boiler filled with 50 litres of water containing 100 g percarbonate detergent. The washing fluid was slowly heated to the boiling point and kept boiling for fully 20 minutes. Then the fire was removed and the fluid permitted to cool. From the still hot solution the linen was transferred to a tub and lightly rubbed, without the use of a washing board or brush. After repeated rinsing in lukewarm water the linen was ready for drying. I examined every single piece minutely and convinced myself that all of them were perfectly clean and showed no signs of destruction by oxygen.

Experiments 2, 3.—These tests formed repetitions of the first one; in the lukewarm fluid woolen clothes could be washed without injury to them.

Experiment 4.—Percarbonate detergent was used under my direction in a private household. The success was characterized by the fact that the lady of the house asked me, where she could obtain this excellent washing agent and assured me, that she had not been so much pleased with her laundry in years. No destruction by the oxygen was observed, although a part of the clothes had contained rust spots.

These tests prove that the destruction by oxygen is falsely pictured as a bugbear. Certainly there are many much advertised oxygen detergents in the market which undoubtedly destroy the clothes, not on account of their determinable content of persalts, but on account of the manner of their composition. Furthermore the fact has to be considered, that not all persalts are equivalent. Persulfate should not be used for washing purposes, because it splits off free sulfuric acid, and peroxide cannot be considered at all. The destruction of the clothes by washing, which gave cause for many justified complaints during the last few years, can generally be traced to the action of soluble glass, free alkali, sodium sulfate rich in iron, etc. According to my observations the use of an unobjectionably prepared, but then not very cheap oxygen washing agent does not injure the clothes at all, even if they contain rust and copper spots.

New German Soap Prices

With the consent of the Government, the association controlling the production and distribution of soap in Germany has fixed the following maximum prices until further notice: pure curd soap, 5 mk. per tablet; pure fine soap, 5 mk.; shaving soap, 2.50 mk.; K. A. soap 2 mk.; ½ lb. packet of soap powder, 3.50 mk.; 1 lb. packet 7 mk.

EXAMINATION OF HARDENED FATS.

Contribution to the examination of hardened fats with special consideration of a nickel and arsenic content. By G. Riess.—The author has examined vegetable fats (cottonseed oil, peanut oil and linseed oil) and also hardened train oils in regard to the presence of nickel and arsenic and accomplished the quantitative determination of these metals. For the gravimetric determination the following method proved serviceable: 200 grams of hardened fat are melted in a long-necked flask. Then 100 ccm. of a 12.5% solution of hydrochloric acid are added with a small quantity of potassium. The vessel is then covered with a watch crystal and the flask heated in the boiling water bath for one hour. During the heating period the content of the flask has to be shaken repeatedly in a vigorous manner. After the solidification of the fat the hydrous fluid is filtered off and about 90 ccm. of the filtrate are evaporated to dryness in a porcelain bowl. The residue is taken up in about 20 ccm. of water. After the hydrous solution has been boiled again with an excess of NH_3 and filtered the nickel is precipitated in the filtrate with a solution of dimethyl glyoxim, according to the well-known method of O. Brunck. The precipitate is weighed and contains 20.31% nickel, corresponding with the composition $\text{C}_{18}\text{H}_{33}\text{N}_2\text{O}_2\text{Ni}$.

For the detection of arsenic a method is given which partly follows that described by Lockemann. The method of Smith, as modified by Beck and Merres, is recommended for the quantitative determination of the arsenic. The nickel and arsenic content of the examined fat samples was so small that it may practically be considered entirely unimportant.—From *Chemisches Centralblatt*, vol. II, Nr 2, page 46. January 14, 1920.

OIL TRANSIT IMPROVEMENTS

The work of increasing storage facilities in New York port to accommodate the receipt of cocoanut and other oils has been progressing at Jersey City on the property of the Philippine Vegetable Oil Co. The work, which was started four months ago, will be completed by July 1, it is expected. Oil may be pumped from steamers to the dock, displacing the old method of lightering to the dock from the steamers. The storage capacity is 9,000 tons. There are three concrete buildings containing boiler-rooms, settling-tanks and offices. The facilities are similar to those used by the company in Tacoma and San Francisco. The New York city offices are at 11 Broadway.

Marking a new experiment in the handling of Oriental oils through Seattle, the Admiral line is placing on the Seattle-Dairen run vessels equipped to carry 1,000 tons or more of vegetable oils in deep tanks. On the out trip, fuel is carried in these tanks, which are cleaned at the other side and filled with the vegetable oil. This is expected to save the loss on leakage from the five gallon cans, as well as the cost of flattening out the cans and sending them to the Orient again for refilling.

Spanish Potash Concessions to Go to Germans

Spanish potash production will be placed in German hands and German capital and labor will be prominently employed therein, according to Berlin newspapers. It is added that two German potash experts, Herr Gunte and Herr Ziervogel, have just returned from a trip to Spain to look over the situation, as a result of which they report that the Spanish Government probably will grant to the German potash syndicate wide concessions for working the Spanish potash deposits and for the production of the derivatives of potash.

APRIL SOAP EXPORTS FROM U. S.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in April, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Azores and Madeira Islands, \$..... (\$195); Belgium, \$988, (\$2,633); Bulgaria, \$....., (\$39); Denmark, \$974, (\$2,104); Finland, \$....., (\$7,600); France, \$129, (\$91,920); Germany, \$343, (\$2,035); Gibraltar, \$118, (\$.....); Greece, \$4,329, (\$.....); Iceland and Faroe Islands, \$95, (\$.....); Italy, \$3,725, (\$11,525); Malta, Gozo, and Cyprus Is., \$7, (\$50); Netherlands, \$12,789, (\$.....); Norway, \$1,586, (\$2,241); Poland and Danzig, \$18, (\$.....); Spain, \$2,015, (\$75); Sweden, \$1,915, (\$.....); Switzerland, \$2,252, (\$.....); Turkey in Europe, \$4,712, (\$4,387); England, \$33,217, (\$12,327); Scotland, \$....., (\$37,132); Bermuda, \$399, (\$926); British Honduras, \$745, (\$2,184); Canada, \$43,637, (\$77,266); Costa Rica, \$2,758, (\$1,176); Guatemala, \$4,034, (\$5,392); Honduras, \$1,939, (\$1,637); Nicaragua, \$3,307, (\$4,392); Panama, \$9,292, (\$11,517); Salvador, \$4,229, (\$.....); Mexico, \$16,417, (\$263,785); Miquelon, Langley, etc., \$44, (\$.....); Newfoundland and Labrador, \$583, (\$6,811); Barbados, \$152, (\$2,645); Jamaica, \$1,790, (\$2,238); Trinidad and Tobago, \$897, (\$2,625); Other British West Indies, \$173, (\$7,498); Cuba, \$73,542, (\$119,454); Virgin Islands of U. S., \$357, (\$2,467); Dutch West Indies, \$778, (\$547); French West Indies, \$15, (\$743); Haiti, \$2,683, (\$84,378); Dominican Republic, \$9,517, (\$132,860); Argentina, \$17,057, (\$8,944); Bolivia, \$896, (\$5,362); Brazil, \$9,321, (\$1,927); Chile, \$11,656, (\$4,191); Columbia \$8,290, (\$1,545); Ecuador, \$1,625, (\$3,180); British Guiana, \$1,206, \$171; Dutch Guiana, \$599, (\$300); French Guiana, \$64, (\$150); Peru, \$15,172, (\$1,617); Uruguay, \$3,125, (\$4,502); Venezuela, \$51,074, (\$84); Aduen, \$130, (\$.....); China, \$13,282, (\$10,189); Kwantung, \$443, (\$9); Chosen, \$138, (\$679); British India, \$28,847, (\$997); Straits Settlements, \$3,575, (\$14); Other British East Indies, \$125, (\$.....); Dutch East Indies, \$3,445, (\$400); French East Indies, \$125, (\$.....); Hongkong, \$8,113, (\$6,410); Japan, \$30,633, (\$193); Siam, \$131, (\$.....); Turkey in Asia, \$1,414, (\$.....); Australia, \$13,292, (\$.....); New Zealand, \$8,275, (\$677); French Oceania, \$232, (\$72); Philippine Islands, \$19,249, (\$74,797); Belgian Congo, \$....., (\$10); British East Africa, \$347, (\$17); British South Africa, \$11,202, (\$20,715); Canary Islands, \$775, (\$.....); French Africa, \$23, (\$1,632); Italian Africa, \$....., (\$40); Portuguese Africa, \$151, (\$.....); Egypt, \$675, (\$.....). Total, \$475,207, (\$1,054,758).

CAUSTIC SODA FACTORIES IN POLAND.

There are two ammoniacal and caustic soda factories in Poland, belonging to the Solway Co. at Brussels. One at Podgorze, near Cracow, is already in operation; the other, at Matwach, near Inowroclaw (Hohensalza), will start operations soon. As the result of the intervention of the Ministry of Industry and Commerce, these factories have been withdrawn from the authority of the respective Solway administrations in Austria and Germany, and are under a separate Solway administration at Warsaw. Besides these, there is at Zabkowice the factory Elektrycznos (Electricity), where caustic soda is made by an electrolytic process. The output of ammoniacal and caustic soda in these three factories will suffice for Poland's needs.

Production of Rosin in Season of 1919.

The total production of gum rosin during the season 1919, as compiled by the Bureau of Chemistry, U. S. Department of Agriculture, 1,216,338 round barrels of rosin (approximately 500 pounds gross weight). There was on hand at the stills on February 2, 1920, a total of 138,535 barrels of rosin. On that date the stocks of rosin in the possession of the consuming industries, among which are included those producing soap, greases and lubricants, amounted to 290,045 barrels.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

prominent Seattle operator. The fact that a leading New York firm passed its last quarterly dividend, added to the feeling of nervousness and unsettled confidence, notwithstanding the fact that it has the backing of the Standard Oil Co. Perhaps the statement just issued by the receiver for the Seattle house that the liquidation of its affairs will not necessitate forced disposal of its holdings, will have a reassuring effect, but the weakness in Japan continues to exert a most depressing influence upon sentiment here.

Under other circumstances it is probable that the low levels to which prices of soya bean and peanut oils have been forced by the Japanese debacle would present a strong argument in favor of buying, but tight credits render it difficult for those who might be inclined to take advantage of the opportunity to make commitments involving a large money outlay. Although coconut oils have been affected by the same influences that have depressed the other far Eastern products, the decline in its price has been relatively small owing in a large degree to the fact that stocks are less out of proportion to consuming requirements than are those of competing oils. Olive oil is, of course, in a class by itself, supplies being kept down to, if not below consuming requirements by embargoes on exports maintained by producing countries. Consequently the market for that commodity has ruled firm throughout the interval. On the other hand cottonseed oil has been weak.

INDUSTRIAL CHEMICALS.

A review of the chemical market must of necessity read very much like the comments that are suggested by a consideration of the situation in which all of the other leading commodities of commerce are found. Sharply restricted credits prevent any but the most necessary commitments, and even such business as might be done under that restriction is hindered by boycotts declared by organized labor, handling or rather refusing to handle transportation by water and rail except on its own terms. Although there has been within the past week or two some improvement in the last-named department, that is in railroad facilities, that has enabled manufacturers to make deliveries on contracts with some approach to promptness, they are so far behind and the needs of consumers are so great that the gain has made little impression upon the supply of goods available for general market purposes. Those products that are most wanted, such as caustic soda and soda ash, have further appreciated in spot market value, the impelling cause, other than that of scarcity, being a renewal to some extent of export demand, even Japan which dropped out following the financial disturbances in that country a month ago, having again appeared as a buyer though not on a large scale. South America appears to be a somewhat eager buyer. The demand for spot stock from the home trade is due more to the failure of manufacturers to make timely deliveries on contracts than to a material extension of the consumption of finished products, and with continued improvement in the matter of factory shipments against back orders, it may be expected to decrease.

United States Statistics of Fats and Oils.

The factory production of fats and oils exclusive of refined oil and derivatives, during the three-month period ended March 31, as compiled by the Bureau of the Census, was as follows: Vegetable oils, 605,885,917 pounds; fish oils, 4,211,335 pounds; animal fats, 455,297,307 pounds, and grease 89,767,212 pounds; a total of 1,155,161,771 pounds. Of the several kinds of oils and fats covered by the inquiry the greatest production, 406,333,982 pounds, appears for cottonseed oil. Next in order are edible and neutral lard with 579,853,296 pounds; linseed oil with 117,225,669 pounds; tallow with 73,445,088 pounds; and coconut oil with 39,682,487 pounds.

Nearly all the crude vegetable oils are passed through a refining process, although some virgin oil is expressed. The production of refined oil during the three-month period was as follows: Cottonseed, 357,572,013 pounds; coconut, 60,736,738 pounds; peanut, 12,748,195 pounds; soya-bean, 38,393,120 pounds; and corn, 24,745,843 pounds.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW.

During the past month the market has kept on weakening and registering successively lower prices; the latest sale yesterday of New York Special Tallow in drums being at 11c. While this decline was brought about largely by the efforts of producers generally to market their accumulations, consequent upon many weeks of railroad embargoes, etc., other factors have helped to depress values of tallow and grease.

In this part of the country heavy quantities of Palm Oil now in warehouses here and finding no ready market are being offered—with abundant supplies to come forward—at steadily reduced prices, until at present 9½c is called the nominal price for fair to good quality.

The tighter money conditions all over the country as well as the general cry for reduced commodity prices have their natural effect.

The warm months of the year usually bring about lower prices in fats and oils. It is notorious that cocoanut, soya, and copra had been strained to the breaking point. We see the result now.

The present price of 11c, therefore, is to be contrasted with the comparatively recent level of 21¼c, and it is probably as much of a cut as can be found in any other essential commodity.

The spirit of bearishness is probably more than rampant today, and usually appears most strongly when a decline has discounted all the bad features of the situation.

While quite possible that there may be a further weakening in prices of tallow, etc., during the very near future, it is highly problematical if prices may not be expected, ere long, to have a fair-sized reaction.

New York, June 16, 1920. TOBIAS T. PERGAMENT.

GLYCERINE.

(Specially Written for This Journal by W. A. Stopford.)

Since our last letter, the market for Chemically Pure is 28c., in bulk, although some of the refiners are asking has again moved up, and the minimum price quoted today 28½c. The transportation situation has had something to do with it, but more important is the shortage in production, owing to the curtailed demand for soap. A prominent factor in the situation, which may not be felt so much, at present, but will be noticed later on, is the reduction in stocks in Europe, and the small output there, owing to the lack of raw material in the soapmaking and candle lines, and also labor and transportation difficulties. While imports were very heavy in March and April, and are likely to be as great for May and June, there will, undoubtedly, be a falling off, for a time, as these importations represent a stock, which existed there, and which was bought some months ago, but the most of which should be here, by next month. The demand for explosives continues good, and refiners have also made large purchases of dynamite, to take the place of crude, which has been far from plentiful. The demand for C. P. is maintained, even in spite of the high price, and probably will show no falling off, should values advance 1c. or 2c. per pound more; beyond that point, there may be a disposition to seek substitutes and to lessen the quantity used, for many purposes. The decline in fats and oils has been of considerable benefit to the soapmaker, the differential between raw material and the by-product, (Glycerine),

being proportionately greater than it has been for a very long time, consequently, if the soapmakers were doing normal business, the situation would be one greatly to their advantage, and even as it is, they must be making a good profit on their glycerine.

New York, June 16, 1920.

VEGETABLE OILS.

The market for vegetable oils, employed in soap-making, has had troubles of its own in addition to those imposed by the transportation situation. A close approach to complete demoralization has been reached since this market was last reviewed in these columns. It began with the failure of a big Japanese concern and increased with the passing into the hands of a receiver of the affairs of a

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special, 11c. Edible, New York, 12½-13c. Prime Packers, Chicago, 11½c. nominal. Edible, Chicago, 12½c. Yellow grease, New York, 10½c. Brown grease, New York, 9-9½c. Yellow grease, Chicago, 10c. Brown grease, Chicago, 8½-9½c.

Rosin—Savannah, June 16.

Common to good.....	\$12.25	I.....	\$16.65
D.....	16.30	K.....	16.65
E.....	16.65	M.....	16.65
F.....	16.65	N.....	16.65
G.....	16.65	W. G.....	16.65
H.....	16.65	W. W.....	16.65

Starch, Pearl, per 100 lbs.....	\$5.47@ 5.94
Starch, powdered, per 100 lbs.....	5.62@ 6.00
Stearic acid, single pressed, per lb.....	24½c.
Stearic acid, double pressed, per lb.....	25½c.
Stearic acid, triple pressed, per lb.....	28c.
Glycerine, C. P., per lb.....	28½@28¾c.
Glycerine, dynamite, per lb.....	28¾@28½c.
Soap lye, crude, 80 per cent loose, per lb...	18¼@18½c.
Soap lye, saponification, 80 per cent, loose, per lb.....	20 @20¼c.

Oils.

Cocoanut, edible, per lb.....	20 @21c.
Cocoanut, Cochín, E. L., per lb.....	nominal
Cocoanut Cochín, Dom., per lb.....	18½@19c.
Cocoanut, Ceylon, Dom., per lb.....	17 @17½c.
Palm Lagos, per lb.....	11½@—
Palm, Niger, per lb.....	11¼@—
Palm, Liberian, per lb.....	nominal
Palm, kernel, per lb., nominal.....	19½@20c.
Cotton, crude, per lb., f. o. b. mill.....	15½@—
Cotton, refined, per lb., New York.....	18¾@—
Soya Bean, per lb.....	16 @16½c.
Corn, crude, per gal.....	17 @—
Corn, refined, per gal.....	\$1.55@ 1.40
Castor, No. 1, per lb.....	20c.
Castor, No. 3, per lb.....	17¾@18½c.
Peanut, crude, per lb.....	15 @—
Peanut, refined, per lb.....	21 @22c.
Olive, denatured, per gal.....	\$3.10@ 3.15
Olive, Foots, prime green, per lb.....	21 @22c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.....	\$6.50@ 7.00
Soda Ash, 58 per cent, per 100 lbs.....	\$3.60@ 3.75
Potash, caustic, 88@92 per cent, per lb.	
f. o. b. Works.....	28 @ 30c.
Potash, caustic, 70@75 per cent, f. o. b.	
Works, per lb.....	23 @ 25c.
Potash, carbonate, 80@85 per cent, per lb.	
New York.....	18½@ 20c.
Salt, common, fine, per 100 lbs.....	\$1.50@ 1.55
Sulphuric Acid, 60° per cent, per ton.....	\$19.00@ 21.00
Sulphuric Acid, 66° per cent, per ton.....	\$24.00@ 25.00
Borax, crystals, per lb.....	8¼ @ 8½c.
Borax, granular, per lb.....	8¼ @ 8½c.
Zinc Oxide, American, per lb.....	9½@10c.

"Made in America from American Raw Materials"

THE ESSENTIAL OIL SPECIALTIES CO.

INCORPORATED
GRASSLAND, DELAWARE CO., PA., U. S. A. (Near Philadelphia)

TERPINEOL

STRICTLY HIGH GRADE
CHEMICALLY PURE
WATER FREE

When
You
think of
TERPINEOL
think of:

TEOSCO
TERPINEOL

"TEOSCO SERVICE"
Uniform Quality and
Prompt Shipment

Foreign
Correspondence
Solicited Direct

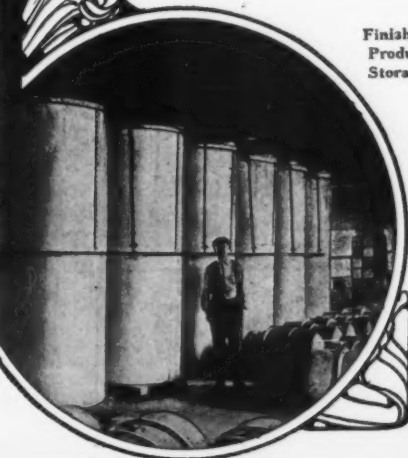
Part of Factory and
Yard, Showing Raw
Material
Storage

When
you wish
to order
TERPINEOL
order

TEOSCO
TERPINEOL

Sample of our improved
quality, noted for its fra-
grant and mild odor,
cheerfully sent upon re-
quest.

Finished
Product
Storage



FLORASYNTH LABORATORIES, INC.

EXECUTIVE OFFICES AND WORKS
UNIONPORT, NEW YORK

BENZYL BENZOATE

FOR
MEDICINAL
AND
PERFUMERY PURPOSES
ODORLESS COLORLESS

Telephones:

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ISO BUTYL PHENYL ACETATE

NEW ESTER OF JACINTH-
ROSE CHARACTER, FOR
ORIENTAL BOUQUETS &
MODERN CREATIONS

OUR SPECIALTIES

ACETOPHENONE

ANISIC ALDEHYDE PURE

BENZALDEHYDE F. F. C.

CINNAMIC ALCOHOL

CINNAMIC ALDEHYDE F. F. C.

CITRAL PURE

CITRONELLOL (Dextro) and Esters

GERANIOL PURE and Esters

EUGENOL PURE

HELIOTROPIN C. P.

ISO EUGENOL PURE

LINALYL ACETATE and other Esters

METHYL ACETOPHENONE

METHYL ANTHRANILATE PURE

RHODINOL PURE and Esters

RESINOL OAK MOSS

TERPENYL ACETATE and other Esters

ISO BUTYL INDOL

A Powerful Organic Product

WILL NOT DISCOLOR

ISO BUTYL BENZOATE AND

ISO BUTYL SALICYLATE

NEW ESTERS FOR MODERN
CREATIONS, TREFLE &
ORIENTAL BOUQUETS



AROMATIC CHEMICALS—ETHERS—ESSENTIAL OILS

IMPORTERS—MANUFACTURERS—EXPORTERS



OAK MOSS

A Very Fine Product of Great Strength.
SAMPLES ON REQUEST.

ELIJAH BRAUER & CO.

48 PATERSON ST. JERSEY CITY, N.J.

PERFUMERS' RAW MATERIALS,
ESSENTIAL OILS, CHEMICALS.

Owens
BOTTLES

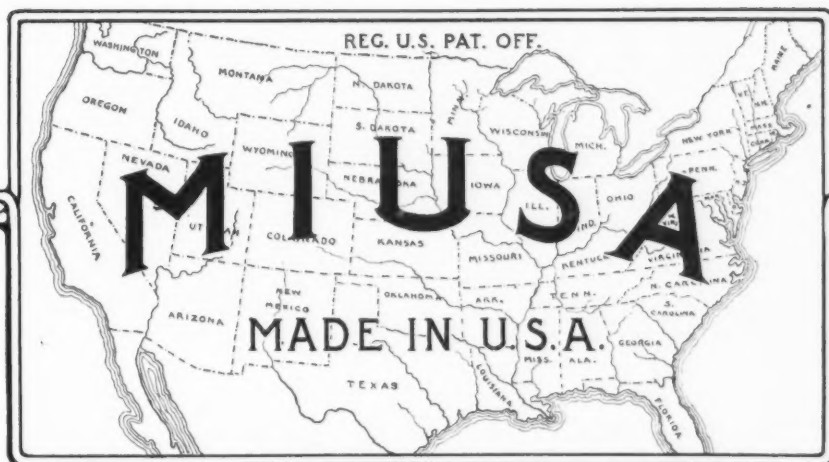
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THE OWENS BOTTLE COMPANY

TOLEDO - OHIO

Largest Manufacturers of Bottles in the World



THIS TRADE-MARK

this slogan and this label should be foremost in the minds of all American buyers of synthetic perfumery raw materials.

JACINTHE

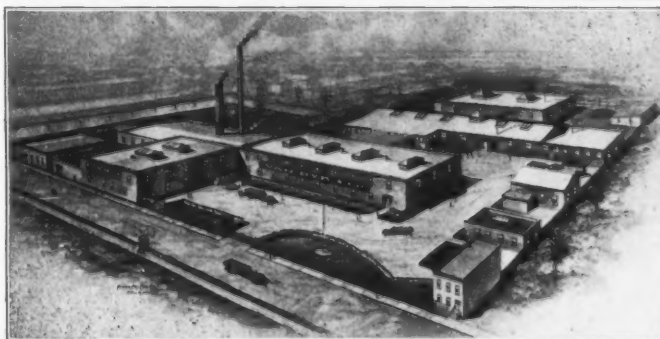
(Phenylacetaldehyde)

Better than now imported

LILAC "DELTA"

Smells like a bunch of growing unpicked white lilacs.

Write for Samples



VAN DYK & CO. Incorporated 1904

4 & 6 Platt St., New York

: Factory: Jersey City, N. J.



Let Us Make It for You—Under Your Label

"When you put your label on any article, you do so to *perpetuate* your own Brand. When you use our Compacte Rouge, Powder, Lip Rouge, Hairtint, Eyebrow Pencil, etc., you know that your label covers an article manufactured by men who are masters of the oldest French cosmetic schools.

All in the latest style packages.

Special box and puff departments are at your disposal.

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"We specialize in Specialties"

J. MÉRO & BOYVEAU

Established 1832

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SURFLEURS

These products represent scientifically-manufactured aromatic bases arranged in accordance with the proportions as found to exist naturally in flowers—then distilled with the flowers indicated in sufficient quantity to enrich each finished unit with a naturalness comparable only with the odors of the flowers themselves.

SURFLEURS are not absolute essences reduced in strength and subsequently fortified by the addition of various synthetic materials.

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**Artificial
Flower
Oils**

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ESSENTIAL OILS

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Our new Price List

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JACOB HARRIS
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Universal Electric Filler and Weigher For Talcum and Face Powder

HANDLES
ANY
CONTAINER



CAN BE
EQUIPPED WITH
AUTOMATIC
CAPPING
DEVICE

READ THIS TESTIMONIAL:

Enclosed herewith is our order No. 5617 for one Model "K-2" Double Unit Gross Weight Automatic Scale, as also ONE Universal Electric Weigher and we wish you to please RUSH DELIVERY of these machines as we urgently require them. We consider this the BEST RECOMMENDATION we can give your FILLING MACHINES as we have been using TWO (2) of your MODEL "K-2" Machines and also your UNIVERSAL ELECTRIC FILLERS that we installed last January.

Philadelphia, Pa., March 5th, 1920.

Henry Tetlow Company.

AMERICAN MACHINERY COMPANY, Inc.
330-342 N. 12th Street, Philadelphia, Pa.












Eastern Representative, B. F. Adams, 15 Park Row, New York, N. Y.

THE NEW WAY CLIPS

Collapsible Tube Clips

The Clip that Does Not Cut the Tube

Standard Sizes
No. of Clip Diam. of Tube

0		$\frac{3}{8}$
1		$\frac{1}{2}$
2		$\frac{5}{8}$
3		$\frac{3}{4}$
3A		$\frac{7}{8}$
4		1
4A		$1\frac{1}{8}$
5		$1\frac{1}{4}$
6		$1\frac{1}{2}$
7		$1\frac{3}{4}$
8		2

Use Clip Numbers when Ordering

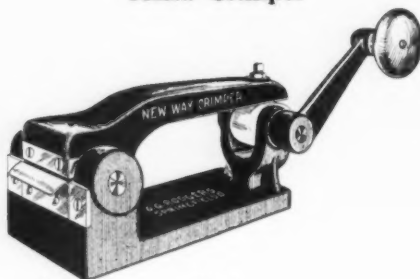
From 0 to 5 Carried in Stock; 6, 7, 8 to Order

Other Sizes Furnished to Order



With an inside corrugation which absolutely prevents leakage

Hand Crimper



No. 1

Will Crimp Clips from the smallest to 2 inches

Tension Adjustable

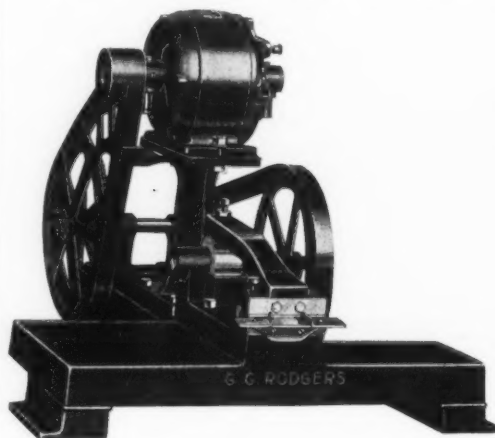
Bench Space 5 x 15 Inches Shipping Weight 25 Lbs.

MANUFACTURED BY

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SPRINGFIELD, OHIO, U. S. A.

Power Bench Crimping Machines



No. 4

For Collapsible Tubes

Electric Drive

Bench Space 23 x 26 Inches



Power Double Crimper

BOX TYPE



No. 5

For Collapsible Tubes

Electric Drive

Height 31 Inches

Floor Space 24 x 36 Inches

Aluminum

vs.

Opal Glass Cream Jars



Full Size—2½ Oz. Capacity
Also Furnished 3½ Oz. Capacity

One of the largest and most progressive toilet goods manufacturers has adopted this jar because it is handsome, durable, eliminates breakage in shipment and reduces shipping weights materially.

How about you?



Metal Compact Boxes

Single or Double

Hinged or Slip Cover
Gilt, Nickel or Gold-Plated

Lip-Stick and Eye-Brow Tubes

Aluminum Caps

Write us regarding any special or stock design and prices.

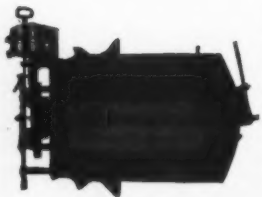
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Specialist and Originator of Metal Boxes for Compacts

200 Fifth Ave.

New York

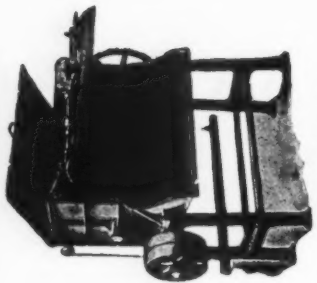
Tel. Gramercy 3221



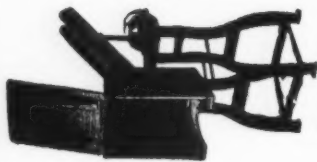
PERFECTION Crutcher.



HORIZONTAL Crutcher.



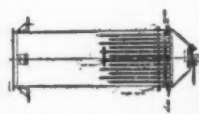
IDEAL Amalgamator.



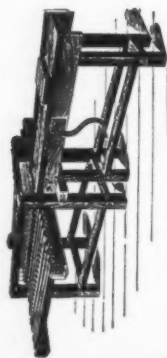
Soap Chipper.



STANDARD Soap Frame.



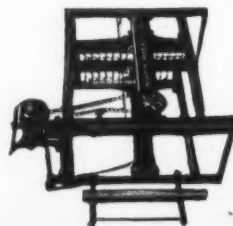
ACME Remelter.



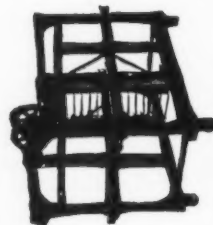
DOUBLE BACK Cutter.



AIKEN Power Cutter.



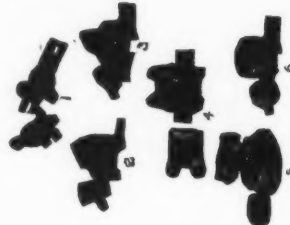
AIKEN Power Slabber.



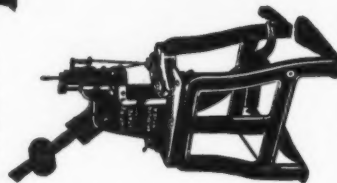
CHAMPION Slabber.



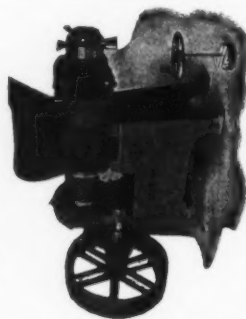
No. 4 Soap Press.



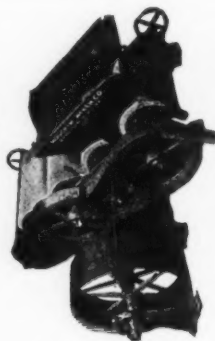
Soap Press.



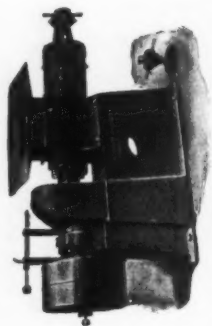
EMPIRE STATE Soap Press.



4, 6, 8, and 10-Inch Screw Soap Plodder.



2, 3, and 4-Roll Soap Mill.



TYPE "P" Plodder.

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ENGINEERS AND MACHINISTS

SOAP MACHINERY

Kettles, Crutchers, Frames, Slabbers, Cutters, Remelters, Presses, Chipper, Mills, Plodders, Soap Dies, Perfume Mixers

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ALL SIZES



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Always in Stock

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SYNTHETIC PERFUME MATERIALS

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FOUGERE F
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HENRY KAYSER & FILS, Inc.

MARCEL SCHMITT, Mgr.

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NEW YORK

The only perfumes entitled to be called

FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

UNITED STATES DISTRICT COURT, SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,
Plaintiff,

—against—

FREDERICK K. SMITH, doing business
as MIRO-DENA,

Defendant.

F 17-140

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was

ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

Filed April 7, 1920.

PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

New York

*There are many petroleum jellies
but only one VASELINE.
There are many styles of cameras
but only one KODAK.
There are many hair tinting prepara-
tions but there is only one genuine*

M A S C A R O

which is manufactured by Panafieu Pere et Fils,
42 Rue de Chabrol, Paris, France. MAS-
CARO is the trade mark and exclusive property
of Panafieu Pere et Fils as applied to a hair-
tinting preparation, or hair dye, and no other
concern is licensed or authorized to apply the
name MASCARO to any preparation manu-
factured by it. Any further infringement of this
trade mark will be promptly prosecuted.

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Sole Agents for the United States,
New York City

*We can take care of
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Prompt Deliveries

Brass Boxes
for
Powder & Rouge
Compacts

*Hinged or Slip Cover
Fitted with or without
Mirror & Bezel~*

Our **ROMAN** finish
will not tarnish

KEENEY - KARMEN COMPANY
MANUFACTURERS OF METAL PRODUCTS

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NATURAL AND SYNTHETIC RAW MATERIALS

LILAS DE GRASSE

True Base for Lilac
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LILY FLEUR

True Character of the
Natural Flower.

Latest Specialty
ROSE ROUGE

LILAS PARENTO

Pre-War Quality

LILY N.

Base for Lily of the Valley

JASMIN F

VIOLET F

CITRONELLOL GERANIOL
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Sole Agents For

LA ZAGARA

Reggio - Italy

DISTILLERS OF

PETITGRAIN
ORANGE

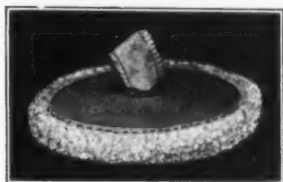
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LEMON
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THE COSIN CO. ORIGINAL MANUFACTURERS OF GENUINE WOOL POWDER PUFFS

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offers the trade **direct** both wool puffs and highest grade cotton velour puffs, made in 14 sizes of the best materials and workmanship. **Samples on request.**



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SOLE U. S. AND CANADA AGENTS

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PHENYL ETHYL ALCOHOL—FIRST QUALITY

NON-METALLIC COLLAPSIBLE TUBES

Plain and Decorated
Transparent or Colored.

NON-BREAKABLE

Lighter than tin and will stand careless handling

Shows the color of your product, whether a toilet cream, flavoring extract, medicinal preparation, etc.

Finished with our special DOUBLE-TURN ALUMINUM CLIP, makes the closing absolutely leak-proof.

Samples and quotations gladly submitted.

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88-90 McWhorter Street

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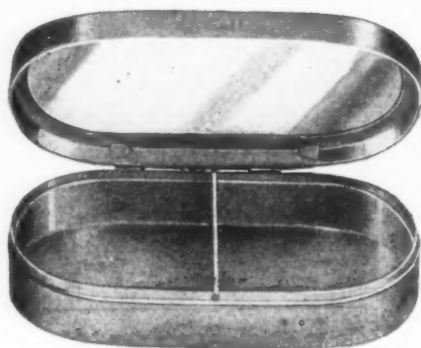
AN ATTRACTIVELY DRESSED WOMAN
COMMANDS ATTENTION
THE SAME IS TRUE FOR A TOILET PREPARATION
OUR LINE OF STOCK LABELS
WILL SELL YOUR GOODS.
CATALOGUE SENT ON REQUEST.

NOTE THE CAN WRAPS WHICH WE CARRY ALSO
WE MAKE MANY SPECIAL LABELS AND WILL GLADLY SUBMIT SKETCHES & PRICES

THE JARDEN LITHO. CO.
310-316 N. 11TH ST. PHILA., PA.



Our Service at Your Service



DOUBLE COMPACT WITH MIRROR

POWDER AND ROUGE BOXES

Slip Cover and Hinged
With and Without Mirrors
All Shapes, Finishes and Colors
Stock and Special Designs

Write for Prices

E. LOESSER MILLS, Inc.

142 Pine Street

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Makers of Metal Novelties



ROUND HINGED COMPACT

WE SELL DIRECT,
NOT THRO' AGENTS

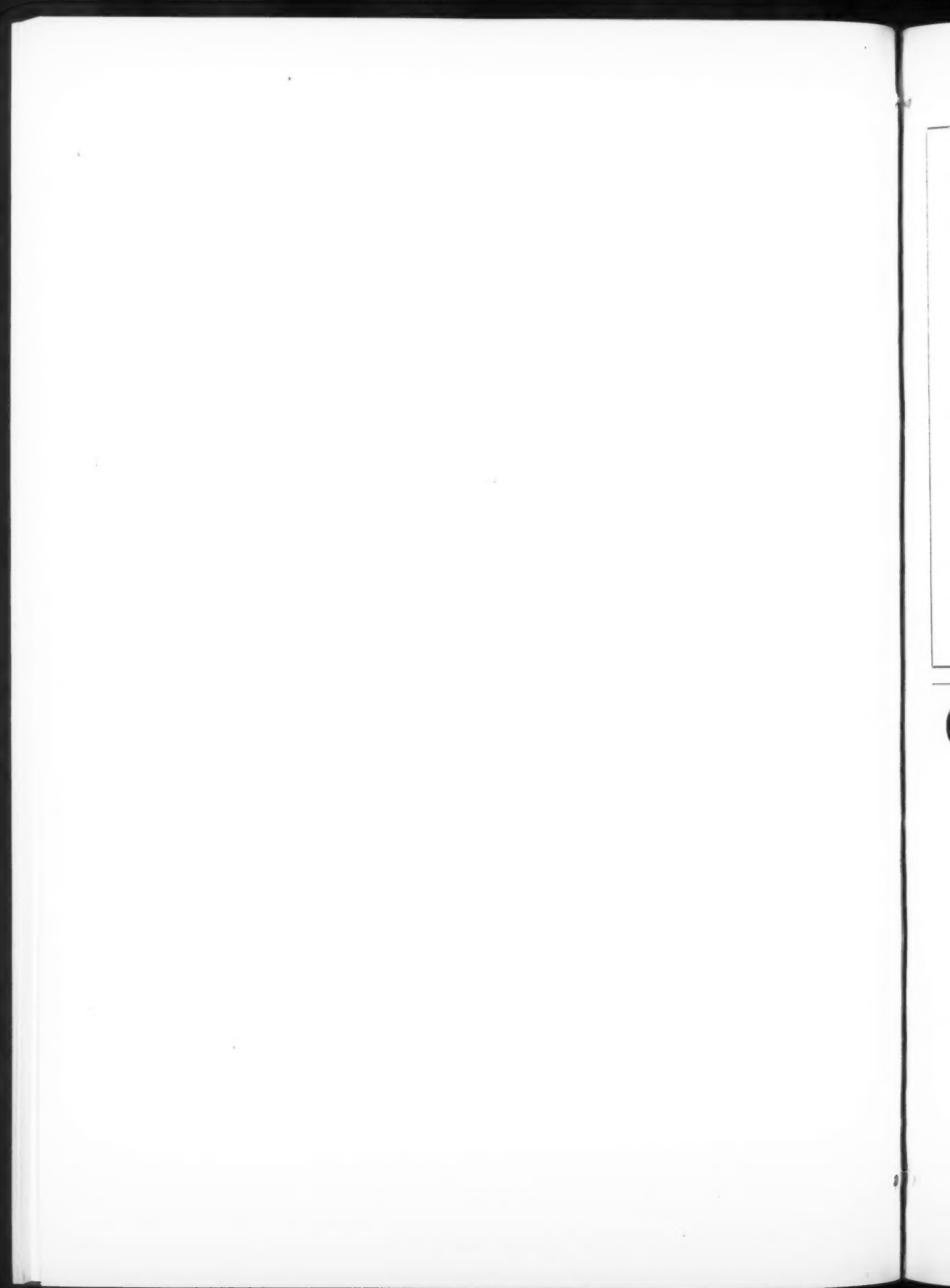


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LILY OF THE VALLEY

PHENYL ETHYL ALCOHOL

BROM STYVOL

MUSK XYLOL CRYSTALS 100%

Owing to market fluctuations, we can quote only on specific inquiries.

CHRISTO CHRISTOFF

KAZANLIK, BULGARIA

Manufacturer of the Finest Grade Otto of Rose

TRADE



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Christoff's Otto of Rose

We have ready for delivery many other well-known brands of Bulgarian Otto of Rose, including Banque de Rose.

Prices on Application.

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NEROLI JUNILLON

The recent increase in price of the New Crop Orange Flower Products has not effected any change in the price of this SYNTHETIC.

OUR Neroli has all the characteristics, and therefore the individuality, of the Natural Oil, but DOUBLE the strength.

CYCLAMOL JUNILLON

Odor of Cyclamen, French Alps; used as a base for Lily, Muguet, Lilas, etc. Can be employed to advantage in new creations

OPOPANAXOL :: JACINTHE : LILAS : CIPRICE
VIOLETTE BLANCHE :: JASMONE :: MOUSSOL, ETC.

MUSK XYLENE :: MUSK KETONE :: MUSK AMBRETTE

Manufactured by
USINES CHIMIQUES DE BOURG JUNILLON, Valence-sur-Rhone

Address All Inquiries to
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GENERAL OFFICES: 215 PEARL STREET, NEW YORK
Chicago Office: 326 West Madison Street
A. G. SPILKER, Mgr.

Boston Office: Board of Trade Building
F. D. HOYT, Jr., Mgr.

The Tetlow Talcum Box

*The original package of
the new construction.*



We originated this style construction for toilet powder containers—practically any shape is now possible.

MANHATTAN CAN COMPANY

RUSH TERMINAL BUILDING No. 10

BROOKLYN, N. Y.

EXTRA QUALITY**McK&R****STEARATE OF ZINC**

We were the originators of Stearate of Zinc and still manufacture the finest, lightest, and whitest product. We have recently enlarged our manufacturing facilities and now offer the same grade that we have heretofore only packaged for prescription use, to manufacturers of toilet specialties.

Samples and quotations on request. Packed in 50 lb. bbls.

McKESSON & ROBBINS**Incorporated****Established 1833****NEW YORK****HAMMILL & GILLESPIE****Founded A. D. 1848.****240 and 242 FRONT ST., NEW YORK****IMPORTERS AND GRINDERS**

Prime LEE MOOR, Bolted Grade of
ENGLISH CHINA CLAY (KAOLIN)

Foreign—**TALC**—Domestic

FULLER'S EARTH (Genuine English)

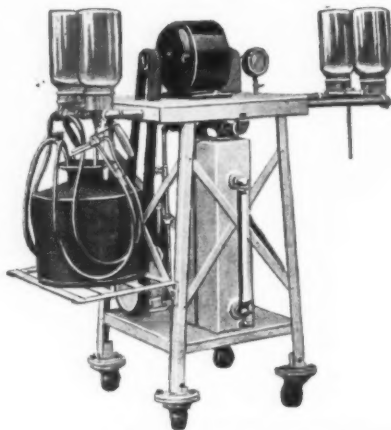
INFUSORIAL EARTH
PRECIPITATED CHALK
PREPARED CHALK

STEARATE OF ZINC
PARIS WHITE
WHITING—All Grades

VACUUM FILLING SYSTEMS AND AUTOMATIC LABELING MACHINES

We Build

AUTOMATIC LABEL-
ING MACHINES
THAT WILL LABEL
FLAT, SQUARE &
PANEL BOTTLES
ON ONE SIDE OR
BOTH AT THE RATE
OF 40 TO 120
PER MINUTE.



We Build

VACUUM FILLING
SYSTEMS FOR ANY
KIND OF LIQUID
AND ANY CAPACITY
DESIRED
OUR SYSTEMS
ARE USED WHERE
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PHENYL ACETIC ALDEHYDE

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Strong, Clean, Flowery Odor



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Acid Proof, made in the finest Caramel Color plant in America by men who have made Caramel Color for 32 years.

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Manufacturers of
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3 o'clock and the work all done. Nothing for the foreman to do but loaf. There are no delays, no overhead with Peerless Tubes; they slip on the filling machine without running your finger around the edges. And Peerless Tubes are clean tubes also. May we prove it?

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VELOUR AND WOOL PUFFS

Sizes: 2", 2 $\frac{1}{4}$ ", 2 $\frac{1}{2}$ ", 2 $\frac{3}{4}$ ", 3", 3 $\frac{1}{4}$ ",
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In appearance, quality and workmanship
our puffs are the peer of any in the market

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BECAUSE We have a large established trade.

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The
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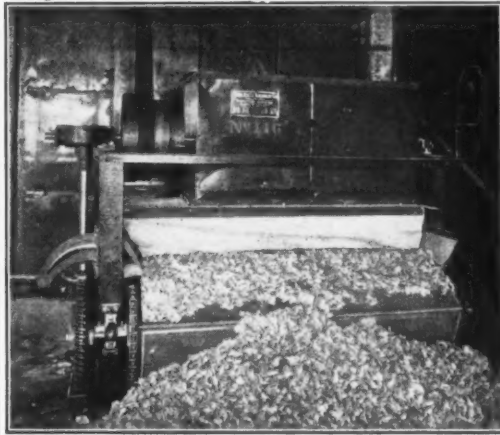
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are made in special
colors to harmonize
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Patented { 1,270,739 June 25, 1918
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Pile of chips leaving Proctor Soap Dryer.

Have you considered?

Every Proctor Drying Machine is built as though the whole reputation of Proctor and Schwartz, Inc., depends on its individual excellence. Every operation, every detail, is part of one great plan, which has for its ultimate object the realization of every legitimate economy, and the nearest possible approach to perfection in drying the customer's product.

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ALL THE RAW MATERIAL FOR TOILET CREAMS
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PLYMOUTH STEARATITE

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SPECIAL PERFUMES for CREAMS and TALCUMS

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NEARLY HALF A CENTURY

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Potash Soaps from all Vegetable Oils

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OF PURE TIN

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Our vials are especially adapted
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Write for prices.

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Vials; 1/4-2 dr.

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Let us submit special
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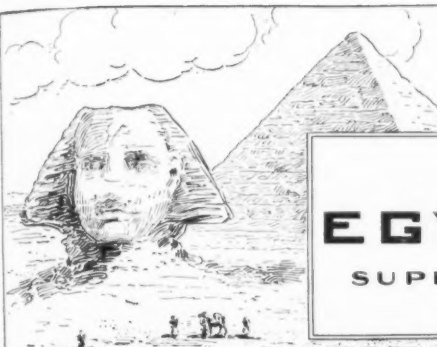
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GUARANTEED QUALITY AT THE RIGHT PRICE

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New product giving odor quite like the natural oil, very strong and of particular interest to soapmakers because of very low price. We will gladly send sample and price.

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We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

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Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio



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FACTORIES:
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PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

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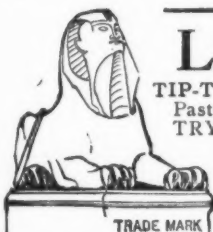
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SPHINX PASTE—For high grade labels to glass or paper.

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CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

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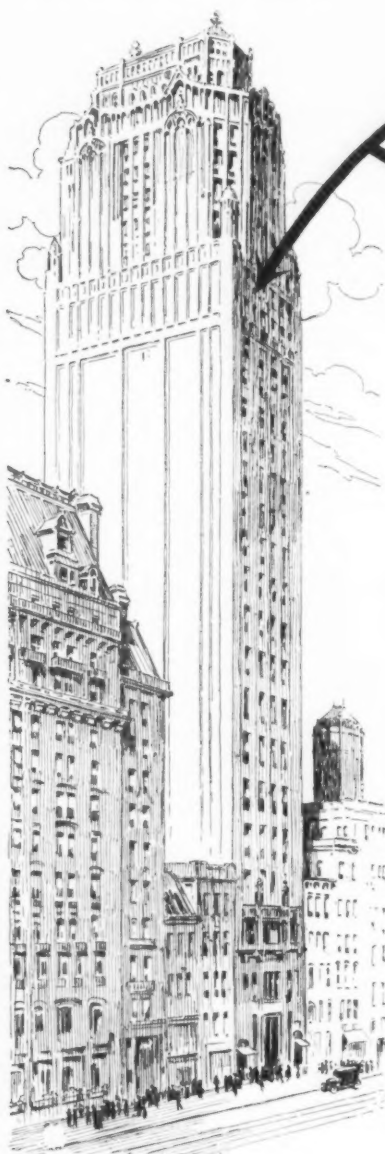
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The Stanley Manufacturing Company

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¶ STANLEY'S GUMMED EMBOSSED METAL SEALS AND LABELS *are a perfect combination of the finest workmanship and materials that come through years of experience.*

¶ We realize that our future growth and progress depend upon the artistic worth, durability and satisfaction to our patrons of every seal or label sent out from our factory.

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PURE TIN
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Burnt Sugar Coloring
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"NEROLI BIGARADE"

in the following grades:

Neroli Bigarade petals,	3500 Lire
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In view of the fact that the supply of this oil is extremely limited, we request that all inquiries be made very promptly.



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NAIL POLISH (Cake Form)

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Have increased capacity fifty per cent
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OUR SPECIALTY

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for pharmaceutical purposes, salves, ointments,
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All our Products are made of the very best raw materials obtainable, being all pure cocoanut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

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EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

ROSE SYNTHETIC

A Product Which Will Merit Your
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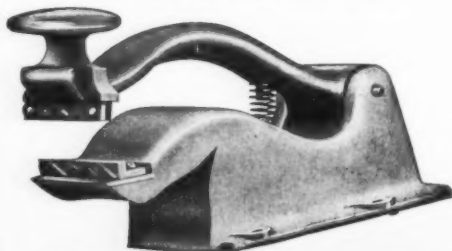
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THE BEST
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THE "STANDARD" TUBE CLOSING MACHINE

COLLAPSIBLE TUBES

(ALL SIZES)

Plain and Decorated

Special Tubes for Catarrh and Eye Remedies, Pile Pipes, etc.

STANDARD SPECIALTY AND TUBE CO.
NEW BRIGHTON, PA.

FOR SALE

A well-established high grade

TOILET PREPARATIONS LINE

including rouge and powder compacts, manicure specialties, etc., comprising about

35 POPULAR SELLERS

With Established agencies in every large city in U. S. is for sale at a
REASONABLE PRICE—AGREEABLE TERMS

Inventory consists of equipment and ample supply of cartons, labels, cans and glass bottles.

Present owners desire to sell
because of outside business activities.

Address

P. O. BOX NO. 63, STATION O, NEW YORK CITY



Use Metal Clips and Fasteners

that will satisfy your every expectation.
They put the finishing touch to your tubes.

Send for samples and price

WILL YOUR TUBES STAND THIS TEST

ARTHUR COLTON COMPANY

Manufacturers of
Pharmaceutical Machinery
and Laboratory Appliances

796 Jefferson Ave.
DETROIT, MICH.



Metal Clips

All sizes to fit tubes from 1 3/4" to 3/4" Dia.



Foot Power Clip Fastener



HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
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Successors to M. Heminway & Sons Silk Co.
129 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

On account of our wide circulation among manufacturers, dealers, importers, etc., of perfumery, soaps, toilet specialties, flavoring extracts, etc., our readers will find this column a quick and satisfactory means for advertising temporary matters. The rate is moderate, viz., 50c. per line per insertion. Please send check with copy. Address all communications to

PERFUMER PUB. CO., 14 Cliff St., New York.

BUSINESS OPPORTUNITIES

WANTED—Round metal containers, with sifter top, four or six ounce. Submit samples with quotation. Busbey Co., Uhrichsville, Ohio.

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD. GLUCK STEEL BARREL CO., PERTH AMBOY, N. J. TELEPHONE 1735-2298.

FOR SALE.—The most important Druggist-Perfumery Shop in center of Geneva (Switzerland) to be sold inclusively house \$100,000 or transformed in Co. Write to O. F. 508 G. Orell Füssli, Geneva, Switzerland.

FOR SALE—One Alexander patented compact rouge machine. One round lip stick mould. One motor ½ H.P. with full equipment; \$180.00 takes it. Emile Shore, 147 West 42nd Street, Room 416, New York.

Turn your surplus stocks into cash! We buy containers, finished products, essential oils, etc. Manufacturers' Surplus Syndicate, 244 Watkins St., Brooklyn, N. Y.

We have for disposal 20,000 shaving stick holders, 20,000 bath powder cans, plain and fancy glass stopper bottles, all kinds. Samples and prices on request. Manufacturers' Surplus Syndicate, 244 Watkins St., Brooklyn, N. Y.

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"VANNA"

A beautiful new oil, of the popular vegetal character,
fresh and flowery

½ oz. to 50% alcohol

1 oz. to 75% alcohol

Will produce the best Lilac Toilet Water on the
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Builder of Better Paper Boxes

FOLLOWING over a year's careful planning, it is with pleasure we announce our readiness to furnish **Quality Paper Boxes to the Perfume and kindred lines.** With twelve years experience in the Paper Box business, equipped with modern machinery and a large trained organization, we have full confidence in our ability to offer **quality, service and prices that will satisfy our patrons in every way.**

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"Where the Good Boxes Come From"

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IMPORT

We can give you expert service in exporting finished products, or importing supplies. Our new Paris & London offices will shortly be open to take care of Europe and we have reliable representation in all the principal cities throughout the world. We buy and sell containers, finished products, raw materials, etc. Ask Us.

PIERRE NAMRON COMPANY, Inc.

1416 Broadway, New York

Phone—Bryant 2757

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WANTED—Salesman to represent us in Greater New York to sell paper boxes to the perfume and face powder trade. One with knowledge of perfume business preferred. In answering give references and state experience. George J. Gillies, 268 State St., Rochester, N. Y.

WANTED—Salesman having an established trade on Liquid Shampoo Soaps or Coal Tar Disinfectants. Clifton Chemical Co., 246 Front Street, New York City.

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A SALESMAN from New York with five years' of successful work in Arkansas and Missouri, creating and cultivating the jobbing and department store trade with one of the most expensive lines of perfumes and toilet preparations, is open to engagement immediately. Last year his sales increased 100% over the previous year. His intimate knowledge of, and his ability to create business with this class of trade, will be valuable to a manufacturer whose product is capable of broader distribution through these channels. Address S. W. No. 773, care of this journal.

Experienced young man wishes position in perfume laboratory; 18 years of age. Address S. W. No. 774.

PHARMACIST—Chemist, graduate of Columbia College of Pharmacy, 1915, having extensive manufacturing experience; at present employed by a large tablet and pharmaceutical concern, in charge of Fluid Department; experienced in production, managing, and finishing department work. Best credentials. Salary commensurate with ability. Address S. W. No. 775, care of this journal.

ESSENTIAL OIL CHEMIST, thoroughly experienced in all kinds of testing work, having had charge of testing and control laboratory of large concern; capable of compounding flavors and perfumes; competent to direct manufacturing processes; wishes to make connections with first class house in or near New York. Address S. W. No. 760, care of this journal.



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Perfumes, soaps and toilet preparations sell first by the eye—then by their own worth.

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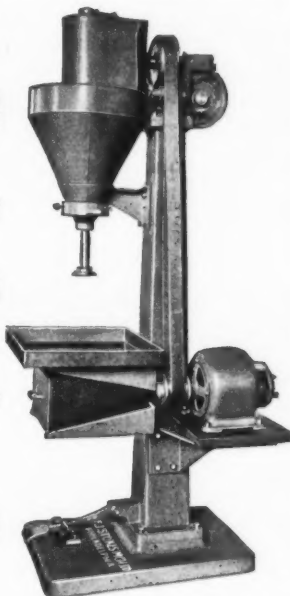
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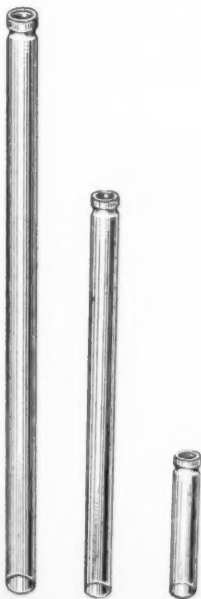


27 WILLIAM STREET
NEW YORK
N. Y.

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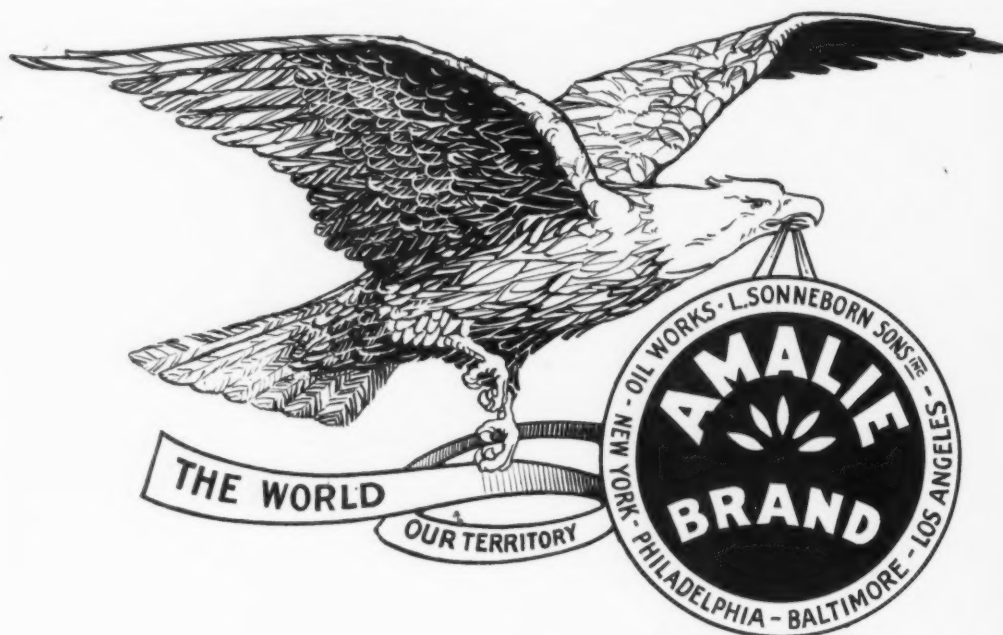
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